



With The World

AUGUST 10 1996

SEE PAGE 11







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with gren





1800-75-NAXOS

Strong Marketing To Back R.E.M.'s Warner Bros. Set

LOS ANGELES-There's good news for R.E.M. fans. First and foremost, despite the rumors, the band has no plans to break up. Second,

hers, label renceinsiders are call ing "New Adventures In Hi-Fi"its final album under its current with Warner Bros .its finest ever.

The album will be released worldwide Sept. 9-10. "New Adventures In Hi-Fi," the

band's fifth for Warner Bros. and 10th overall, not including compilations evolved out of the hand's 1995 Monator Classical Meets **Bluegrass On**

New Sony Album

NEW YORK-When rellist Yo-Yo

Ma's latest disc hits the stores Sept.

BY HEIDI WALESON

ture the chamber

or concertos by

Ma has ventured

new realm for "Ap-

(Sony Classical),

on which he collab-

palachia Waltz

vocalist Michael the knife for a

problem. However, bet R.E.M. was busy creating an album Says Back, "Bill and I came up with this idea while doing interviews for [the Monster tour] last year. We were going

the band's members, with only gultarist Peter Back surviving with his health unimpaired. First, drummer Bill Berry suffered a brain aneurysm in Switzerland. Later

> Mills had surgery ween the visits to the hospital on the otherwise successful tour,

keybourdist Mike

Legacy Box Reintroduces Cheap Trick's Timeless Pop

NEW YORK-With a four-disc boxed set due out Aug. 13 and a host of career developments afoot, the one of the influen-

> power pop, Cheap Issued by Legacy/Sony, "Sex. America, Cheup

Trick" truces 28 years in the histo ry of a bund that helped create the template for mod-

ern rock, Debuting in 1977 on Epic sharp, irreverent alternative to the faceless, irony-free arona rock of the time while tirelessly touring many of

Cheap Trick's best work-such as its legendary self-titled first record and its third albam, "Heaven Tonight," which yielded the band's signature anthem, "Surrender"-has

bination of raw urgency and effortless acressibility. luba themes. and self-effacing humor. And the group's commercisl peak-the top

five live album "Cheap Trick At Budokan" with its top 10 single, "I Want You To Want Me," from '79stands as a totem of the times for a (Continued on page 85)

Classical Radio, Retail Are Out Of Sync On Style

■ BY BRADLEY BAMBARGER

NEW YORK-Keeping an eye on Billboard's Top Classical Albams chart and an car on the nation's top classical radio stations produces a

best-selling albums cial outlets these days, as the tastes

public and the philosophies of many programmers diverse. noteworthy feature of the yearend Top Classical Albums chart in recent years has been the increasing

"Chant"; and in '83, it was "If You Love Me" by Cecilia Bartoli, More than

ditionally, albums featuring operatic, choral, or song material have composed about one-third of the year-end top 15 figure has been two-

works with vocal selling classical alburn for each of the just three years has been vocal: Last year, it was "The 3 Tenors In Concert 1994": in '94, it was

(Continued on page 67)

Music On Tap BY CHRIS MORRIS LOS ANGELES-The Olympic torch

More Olympic







day (4), but the musical flame will be (Continued on page 82)

DISC MAKERS

orates with two Nashville-based mu 1-800-468-9353

clans-violinist/fiddler Mark O'Connor and bussist/composer Edgar

(Continued on page 17)

RANDY TRAVIS

uring The Debut Single "ARE WE IN TROUBLE NOW"







AUGUST 13



**** ... A TRUE ORIGINAL"

"MÁXWELL'S OEBUT IS A OELIGHT.
INSPIRED BY AN ERA WHEN
REALITIES OF LOVE WERE
EXPRESSED THROUGH SLOW
OANCES ANO GENTLE CARESSES...
VIBE

"ENDOWED WITH A FLUID FALSETTO AND A MASTERFUL EAR FOR SONG CRAFT...THIS [IS A] SOPHISTICATED DEBUT."

ENTERTAINMENT WEEKLY

"AS THE RARE ARTIST WHO CAN TURN ROMANCE INTO STRIKING MELOGIES AND SEDUCTIVE VOCALS, MAXWELL IS A NEWCOMER TO WATCH."

THE WASHINGTON POST

FEW OF THE DEBUT SOUL ALBUMS POSSESS THE SAME LEVEL OF MATURITY AS MAXWELUS, AN AMERICAN AUTHOR/ARTIST WHO BRINGS AN EXTREMELY SINGERE ELEMENT TO CONTEMPORARY R.B." LIBERATION, FRANCE

"...THIS WILL BE THE OUTSTANDING ALBUM OF 1996..."
BLUES & SOUL MAGAZINE, UK

MAXWELL FROM EPISODE TO EPISODE THE STORY UNFOLDS.
URBAN HANG SUITE

---- 1 m

• THE BILLBOARD 200 • ■ BY JOHN LANNERT CLASSICAL CROSSOVER JOHN WILLIAMS & BOSTON POPS ORCHESTRA - SONIC COUNTRY • NUE • USANN SIMES • CURE HEATSEEKERS NEW AGE POP CATALOG . IT WAS IDSTITED . MAS . COLLAMA THE HOT 100 • MACARENA (BASICE BOYS MOQ • LOS DEL BIO • HOA

No. 1 IN BILLBOARD

* CARRED ARRY * GEORGE STRAIT * MCA DANCE / CLUB PLAY A KEEP ON JUMPN' DANCE / MAXI-SINGLES SALES 2PAC PEATURING RE AND JOJOJ • DEVO-100 / WITH + CHE FENANT DAS - MARCO ANTONIO SOUS - IDMONIO

ADULT CONTEMPORARY A CHARGE THE WORLD + ERIC CLAPTON + REVISE

ADULT TOP 40 a GNE ME ONE REAGON • TRACY CHAMMAN • ELECTR

. I CAN'T SUEPRARY IF II . B. MINLY . INC. # FIRMOR INE & YOU - QUINAST - WHO ROCK / MAINSTREAM ROCK TRACKS

A TEPPN ON A HOLE IN A PAPER HEAD STONE TEMPLE PILOTS - MINHIK PRINTING RADIO GOOS + BIG

THE ARSTOCATS - REPLANDED VORO

RENTALS

No. 1 ON THIS WEEK'S UNPUBLISHED CHARTS

BLUES GOOD LOVEL + JOHNNIE TAYLOR + MAJACO CONTEMPORARY CHRISTIAN # JAIS OF CLAY - JAIS OF CLAY - BIRNING

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* THE HUND-BACK OF NOTES DAVE • READ-ALONG • SHUT DOME THE BILLBOARD LATIN 50 MUSIC VIDEO

* BAD HAR DAY
"WEED AL" YANKOVIC + HAS VICE WORLD MUSIC

BILLBOARD AUGUST 10 1996

Brazil's CD Expo Launches With Gusto

Eclectic Trade Show Grabs Industry's Attention

RIO DE JANEIRO, Brand-CD Espo 96, an eelectic combination of record/electronics expositions, industry panels, and artist showcases, debuted with an unexpected bung during its run July 17-21 at the Riccortro Pavil-

ion near Rio de Janeiro. According to organizer Feiras De-Amostrus Da Guanabara (FAG) Eventos which co-produced the expo with Bruzilian entertainment company Innova Producões Artísticas, CD Expo 96 generated nearly 15

roughly equivalent to \$1) while drawing 155,000 industryites and consumers. CD sales accounted for 10 million reals of total revenue based on 967,000 units sold July 18-21. The event opened July 17 with Encor tro De Negócios, a daylong event designed to allow industry professionals to conduct business transactions with one another. Another equipment was sold, along with 1 million reals

of miscellaneous accessories and 400,000 reals of CD-ROM-related gear. Artur Repoold, executive director of FAG pronounced FAHG-ee) Eventos, which has long staged fairs of various sorts, says, "We have never done an event whose inaugural

was so successful." Repsold notes that the Brazilian record ndustry was skeptical of CD Expo 96, which, nonetheless, received crucial support from the country's recording-industry trade outfit Associação Brasileira Dos Productores De Discos and its president, Manuel Indeed, PolyGram Brasil, EMI-Odeon Brasil, and Virgin Brasil did not participate

in the expo, although EMI plastered posters prominently throughout a Rio de Janeiro retailer's stand. But, Reprold notes, "the first day of doing husiness with the rubble was a revelation to the record labels. CD Expo ended up being a great way for the labels to meet face to face with the consumer while selling a lot of product." Repsold confirms that EMI and domestic department-store chain Lojas Americanas have committed participate in the 1997 event, set to be held in July in Rio. He adds that the 1998 edition will e place in São Paulo. The larger Brazilian labels sold much of

their product through retailers, with their counterparts selling directly to the consumer. Many of the record executives and retailers who were nervous about the fair beforehand were nearly giddy with the

largest retail chain, Aky Discos (122 stores), said the fair was a very pleasant surprise. I who was sugrebensive about the event bombly confess that I did not believe in the



1,000 square meters." FAG began securing media buys about 10 rehand. "It turned out that the fair could not have been better," says Rosa, who adds that his label sold about 7,000 units of

consumption at the fair was eight CDs that averaged 9.08 reals apiece-about 40% cheaper than hit product in Brazilian record stores. An exit poll conducted by FAG revealed that rock was the best-selling genre at the fair (30.8%), followed by Brazilian pop (18.5%) and samha (16.9%). No distinction

was made, however, between Brazilian rock and international rock. Further, the noll showed that almost 82% of the consumers at the fair thought the event was "good to excellent." The biggest complaints were long lines (15%), crowded shopping conditions (13.4%), and locations of the

FAG Eventos states that the per-capita

stands (12.6%). (Continued on page 85)

PGD Changes From Branch To Four-Region Structure

■ BY ED CHRISTMAN

NEW YORK-PolyGram Group Distribution has restructured, moving from a nineoffice branch system to an organizational structure that divides the country into four

In the new setup, the company will have four regional offices and four sales offices. Sources say the company's Washington, D.C., office will be closed when the lease runs out; its territory will be divided between the New York and the Atlanta offices, with the former assuming responsi-bility for Baltimore and D.C. and the latter

handling Virginia. PGD senior executives have already chosen who will head up the four regions although it remained unclear at press time if they will hold the title of regional director or regional VP. The executives, all currently PGD branch managers, are Bill Shulte. Kyle Krause, Larry Hensley, and Ron According to sources, Shulte, branch

manager of the mid-Central branch in Detroit, will oversee the Midwest region. including the Chicago office, which will now be a sales office. Krause will move from Dallss, where he was branch manager, to Los Angeles to oversee the Western region, which will incorporate the San Francisco

office, which has been downgraded to a sales office from a branch office. In the South, Hensley in Atlanta will oversee that region, which will annex the Dallas office, And DiMattee in New York will oversee the Northeast, which will have

the Boston office in its purview. In addition to changing the company's organizational structure, the shift will ciude a slight downsizing, as a couple of branch and sales managers are said to be leaving the company, along with a few sales

representatives On the other hand, PGD is said to have created a management position, as each remaining office will now have a marketing

The PGD rostructuring follows a trend that has been sweeping through the major-label distribution sector as the percent base consolidates. Uni Distribution shifted to a divisional setup about three years ago, while EMI Music consolidated its distribution company, then known as Cema, into a regional setup around the same time. It recently re-e neered itself yet again, becoming EMI Music Distribution and dividing responsibilities among a major account group and 10 market teams.

Sony Music Distribution, meanwhile, has a quasi-regional setup.

STUDIO EMPIRE REACHES MUSIC ROW

Allen Sides, a leading L.A. studio owner, sats his sights south. His Ocean Way Nashville will boast a state-of-the-art recording facil Pro audio/technology editor Paul Vama raports.

HITTING THE RIGHT NOTE Allegro, a privately owned independent distributor, has branched out from classical labels to ambrace pop, jazz, new aga, world music. R&B, and other ganres to become one of the largest and lastest-growing music distributors in North America. Correspon-

dent Frank DiCostanzo has the story. ■ SPI COMMUNICATIONS - Charmon Sends S. Robbs - Printers S. CCD. Jobs E. Babasch & Charloth Vice Printers Robbert J. Overlag Martie S. Festy, Revent Labeth - Seriot Not Print-crios. Georgian Challe, Paul Carson, Xan Rays, Resalte Levels - Vox Prysident Gleen Helbergas -Charmon Constal. W.D. Lifeland

Comment (with United States) and the property of the property

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REVIEWS & PREVIEWS

REAL ESTATE

Vining Charts Windham Hill's New Course

Label Looks To Expand On Its Established Audience In January, BMG Entertsinment

NEW YORK—Dospite extensive exer

utive revamping and a shift in head quarters from a suburb of San Francisco to Los Angeles, Windham Hill/High Street Records' new president intends to keep the labels' consumer base in place even as the company

works to become 'the pre-eminent pur veyor/marketer of adult-oriented

Steve Vining, who has taken over the belm of the sister labels after five years. of showing his marketing and producing prowess at BMG Classics in New York, has spent the past six months duating the 20-year-old Windham Hill's position in the marketplace from

■ BY CHRIS MORRIS

LOS ANGELES-Canadian rocker

Alanis Morissette and Kentucky-born

country singer Billy Ray Cyrus were

among the artists hitting new sales

summits in July certifications from the

Recording Industry Asen. of America

Morissette's "Jagged Little Pill"

on Maverick/Reprise/Warner Bros.

topped the 11 million certified-sales

mark to become the all-time No. 2

50% equity in the company it did not own (Billboard, Jan. 13) from Anne Robinson, who started the new sgr label in 1976 with

artist Will Acker-Robinson will remain a consultant until the end of the year, with no operational duties. according to Vin-

Before Vining's arrival the company's anrmal sales amounted to \$40 million, led by Windham Hill's multiplatinom new age planist George Winston. Vining promises, with the backing of BMG Entertainment North America president/CEO Strauss Zelnick, a marked change in the company's mar-

ney" (1987, million); howeve

track for Houston's

film vehicle "The Bodyguard," cur-

rently at 15 million.

which "the consumer has had to come to us" to "much more of a proactive stance in marketing and sales wit offending the base of [Windham Hill]

artists' works."

(Continued on page 76)

But, for the

High Street, Vin



ing says that the "biggest change" will be from an A&R perspective. "I believe the jabel can be a home for acts that are not platinum-plus anysure," he says. "As a marketing-driven organization now, we'll focus these acts P'Gram Unfazed, But Suit May Slow Source-Tagging

NEW YORK-PolyGram Group Dis-

ue placing electronic anti-theft tags on

a lawsuit designed to stop it. But the

other major music distributors indi-

eate they are not ready to begin the

Pamela Horovitz, president of the

National Assn. of Recording Mer-

chandisers (NARM), says, "Conver-

sations with a number of companies

need to be resolved, all of which will

Earlier this year, five of the six

probably preclude an August rollout.

place after Warner Music's WEA.

Kevin Kelloher CFO of Sony

Music Entertainment, says in a state-

ment: "Overall, our first-quarter per-

formance was solid despite the con-

SONY retail environ

tained very healthy chart position

throughout the quarter, both in the

Sony's top-selling albums of the sarter included "The Score" by the

agrees (Rnffhouse/Columbia) and

"Falling Into You" by Celine Dion

(550 Music /Exic), both of which sold

nearly 4 million units worldwide:

"Evil Empire" by Rage Against The

Machine (Epic), 2 million; "Day-

dream" by Marish Carey (Columbia),

1.6 million; and "E. 1999 Eternal

less/Relativity), \$1.2 million

U.S. and internationally."

tinuing weak

U.S. We main-

tribution (PGD) asserts it will

CDs for shipment to accounts d

process of source-tagging.

would attempt to meet an August tue get date to begin installing the tags reloted by Sensormatic Electronics. But technical as well as legal concerns have now made that goal unlike Jim Caparro, president of PGD

which began shipping tagged CDs on July 16, says, "As for now, our plans are unchanged." He estimates that PGD has distributed "a couple hundred thousand" tagged CDs Bob Schmoiders, executive VP of sales and marketing at Uni Distribution, says, "We are prepared to source-tag. However, we are waiting (Continued on page 35)

MCA Concerts



Platinum Award Day, "Waird Al" Yankovic celebrates his cintinum award for "Bad Hair Day," his latest release from Scotti Brox. (All American Music Group Executives from the label group and perent company. All American

smunications, gathered backstage after a recent Los Angeles show to present Yankovic with additional sales awards, including a cold one for "Alapalogza" The Videos" and a pistinum plaque for 1965's "Even Worse." Pictured, from left, are Anthony J. Scotti, chairman/CEO, All American Communications; Myron Roth, president/COO, All American Communications; Ted Dowd, director, special projects, All Amarican Music Group; Jay Levey, Yankovic's manager, Imagins Entertainment: Yankovic; Chuck Gullo, president, All American Music Group; and Johnny Musso, GM, All American Music Group

"Some Gave All," vaulted over the 9 1992 release on Epic went double-platmillion plateau, making Cyrus only the inum. Her 550 Music titles, Colour Of My Lore" (1993) and this second country singer to attain that sales level Gorth Brooks has two year's "Falling Into You," have sold 3 albams of ar above that mark: "No million unione. Her closest competi Fences" (1990, 13 million) and "Ropin" tion, country artist Anne Murray, has two multiplatinum albums, "Anne Mariah Carey's 1995 Columbia Murray's Greatest Hits" (Capitol. albam "Davdream" jumped over the 8 1980, 4 million) and "Christmas Wishes" (Capitol, 1981, 2 million). Two acts became first-time platum-album recipients in July: the

Pumpkins Lead erhage (Alma Sounds). '96 MTV Video **Awards Noms** Otis Redding (Rhino).

RIAA: Alanis Hits 11 Million Curus Also Soars In July Certs

BY BRETT ATWOOD

The Wind" (199), 11 million)

LOS ANGELES...The Smashing Pumpkins lead the list of contenders for the 1996 MTV Video Music Awards. The modern rock act snagged a total of eight nominations, including best video, best alternative music video, breakthrough video, and best direction.

Alaris Morissette, Foo Fighters, and Biork are up for five awards apiece, while Bone Thugs-N-Harmony and Coolio received four award nominations each. Other multiple nominees include Bush, Beek, Fugees, Michael, Jewel, Gartage, and Brandy. The Pumpkins' "Tonight, Tonight" competes for best music video with (Continued on page 79)

best-seller by a female vocalist. Only features various Whitney Houston's self-titled 1985 artists Celine Dion became the first Canadebut on Arista, at 12 million, looms dian vocalist with three multiplatinum Cyrus' 1992 Mercury Nashville bear albuma but month when her calf titled

Tony Rich Project (LaFace) and Gold album first-timers for the month included 311 (Capricurn). Spacehog (Elektra), and, amazingly, The soul singer, who died in 1967. aptured a gold award for the com

tion "The Very Best Of Otis Redding." An album of his perform from the Monterey International Pop-Festival had previously gone gold, but that title was shared with Jimi Hendrix, making the Rhino set his first solo gold album. Grabbing their first platinum singl in July were Los Del Rio (for the

inercapable "Macarena" on RCA), Junior M.A.F.I.A. (Big Beat), Toni Braxton (LaFace), and the Quad City The Bestles garnered their 21st an 22nd gold singles for their two "new

"Free As A Bird" (from Capitol's "Anthology 1") and "Real Love" (from "Anthology 2"). (Continued on page 35. Dion, Fugees Sets, Declining Yen **Boost Sony's 1st Quarter Revenue**

 BY DON JEFFREY NEW YORK-Sony Music Entertainment reports an increase in firstfiscal-quarter revenue due to hit albums by Celine Dion and the Fugees and the declining value of the

Sales for Tokyo-based Sony Corp.'s worldwide music unit rose 11.5% to 123.1 billion yen (\$1.13 billion) during the three months that ended June 30. But the Japanese yer depreciated against other currencies-22% against the U.S. dollarwhich inflates the reported results. In dollars, Sony Music's revenue actually declined 13% from \$1.3 billion in the same period a year ago The music unit's operating profit also fell in the quarter, according to

Sony, because of "several delayed releases in Japan. In the U.S., though, Sony Music's performance was fairly strong. For the first half of this year, Sony Music Distribution's market share rose 1.3 percentage points from the year before to 14.7%, putting it in second Canada Buys **BCL Divisions**

TORONTO-MCA Concerts Canada Ltd. and Molson Breweries have purchased the concert divisions of Toronto-based BCL Entertainment Corp. from Labatt Brewing Co., a subsidiary of Belgium's Interbrew S.A. The acousition, finalized July 26, makes 6-yearold MCA Concerts Canada the dom nant concert pro-

moter in Canada. MCA The BCL con-

Concerts Productions International (CPI) in Toronto, Perryscope Concert Productions in Vancouver, and Donald K. Donald Productions in Montreal In January, Labatt Brewing Co-came to own 100% of BCL Entertainment Corp. after its co-founders. Mishael Cohl and Bill Balland Joft the firm to form a new global entertain-Inc., and sold their 25% share to Labett, which already owned the remaining 75% (Billboard, Jan. 6). Cohl and Ballard, who had operated CPI since 1973, became partner Labett in BCL in 1987.

divisions included in the acquisition are

MCA Concerts Canada was formed in 1990 as a partnership between Mol-son Breweries and MCA Concerts Canada Ltd., a Canadian affiliate of MCA Concerta Inc. Under the agreement, CPI and Perrysesse Concert Productions will now be known as MCA Concerts Canada

and Donald K. Donald Productions will operate as DKD, an MCA Concerts Canada company, MCA Concerts Canada's bead office will continue to be located in Toronto. It has not been amounced who will head MCA Concerts Canada following the acquisition or what the executive structure will be Jay Marciano, president of MCA Concerts Inc., says the acquisition strategically positions his company to be a stronger talent buyer in North

2 million; "(What's The Story) Morn-"Now we have the ability to pitch ing Glory?" by Oasis (Epic), 2 million; Canadian tours to an international Destiny" by Gloria Estefan (Epic), setist at the same time we're speaking to them about events staged in the U.S.," he says. "The other thing that Bone Thugs-N-Harmony (Ruthwas appealing was that the bi-Sony's Pictures Group, which war for talent was making IBCL and (Continued on page 65) (Continued on page 35,



John Panozzo

ROCKIN' IN PARADISE

1948 - 1996



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Billboard.

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E/HARTS ASSEMBLY

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Billboard Music Group

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Commentary

Congress Should Pass Black Music Bill Political Stalemate Threatens To Shelve HCR 151

Without question, the United States of America in one of the most powerful nations in the world. Inherent in her greatness are the immense contributions which have been made by African-Americans in every aspect of this republic's development. Especially noteworthy is the vibrant cultural legacy and creative majesty of all African-American-rooted

music genres. The International Association of African-American Music (IAAAM), a Gladwyne, Pa-based organization, dilicently champions the promotion and preservation of this indigenous national resource. For the past three years (during the 192nd, 163rd, and current 164th U.S. Congress). IAAAM has been working with several members of the Congressional Black Caucus to introduce egislation that celebrates and attests to the significant stature and economic via bility of African-American music

In a message issued by President Bill Clinton to IAAAM and the nation during the observance of African-American Music Month this past June, the presi-dent noted that "if music is the voice that proclaims who we are as a people. then African-Americans have helped to give this voice its content, its tone, its volume, and its power.

At the urging of IAAAM, Democratic Congressman Chaka Fattah of the 2nd District of Pennsylvania introduced House Concurrent Resolution 151 to his colleagues. Rep. Fattah, an ardent advo cate of the arts, has secured strong bipartisan support for the resolution recognizing the cultural and economic contributions of African-American music, with more than 90 congressional signatures co-sponsoring this bill. Threatening this noncontroversial leg-

inlation's chance to be introduced in the House of Representatives is Republican Congressman William Goodling of the 19th District of Pennsylvania, chairman of the Education and Economic Opportunities Committee, who last week indicated that his committee would not move HCR 151 to the House floor for a vote. In response to repeated inquiries about the status of HCR 151, Education and Economic Opportunities Committee press representative Scherry Jacobus said. Congress in facing many pressing issues, such as welfare reform and other have-to-de-by-law apprepriations. before the conclusion of this session Over 380 bills have been referred to this committee; however, it appears that Conressman Fattah has good support for HCR 151, and he should reintroduce the hill to the 195th in the fall.

IAAAM is disappointed with this position and regards it as political statemen. ing. After all, this is our third go-round with an unresponsive Congress in as many sessions. What seems to be the problem with giving black music its just dues? Why should Congressman Goodling, his Republican and Democratic colleagues who have not yet endorsed

the resolution—as well as the music industry and consumers-give a damn about the passage of HCR 151? UNIVERSAL POPULARITY

This resolution celebrates the worldwide financial solvency and cultural sesthetics of African-American-influenced music forms-including blues jarr gospel, rock, R&B, hip-hop, and popone of America's most in-demand exports. Black music's universal popu larity and appeal is evidenced through its consistent appropriation by other cultures. Consider the successful careers of non-African-Americans such as Elvis Presley, Pat Boone, Eric Clapton, Mick Jagger, and Bonnie Raitt, who cite black artists such as Little Richard, Bo Did-



inst dues?"

dley, Chuck Berry, Buddy Guy, Miles Davis, Aretha Franklin, Marvin Gaye, and others as inspirations and whose music often formed the nucleus for their

Immense economic contributions also are made by African-American music artists and professionals, who generate billions of dollars annually in the global economy. According to 1995 statistics compiled by the Recording Industry urban music, which includes soul, dance, disco, fusion, funk, and reggae, amou to \$1.4 billion, accounting for an 11.3% share of the overall music consumer buy-

In addition, if you combine is zz, which generated \$370 million; gospel, which churned out \$382 million; and rap, which contributed \$825 million-all genres in which there is significant African-Amerfean artist and business contributionsthat total rises to nearly \$3 billion. SUBSTANTIAL REVENUE FORCE

The preceding figures illustrate the substantial revenue force that African-

American music possesses. This viable sector of the music industry supp and creates countless jobs worldwide. In addition, many allied businesses, such as publishing companies, concert and club venues, broadcast facilities, trade publications, fanzines, manufacturing plants, the trucking industry, and other entities. rely on and greatly benefit from the ereative output of recording artists of all

Madison Avenue advertisers clearly recognize the strength of using black

soap, and radio, television, and print advertisements reflect that. Hollywood studios have identified the effectiveness of African-American music as a tool to help boost certain motion pictures appeal to enhance box office receipts appear to ennance sox office receipts.

Note the success of the "Waiting To
Exhale," "The Bodyguard," "Boom-erang," and "New Jack City" sound-

in the fashion industry, many successful contemporary designers regularly scrutinize the apparel of young, African-American recording artists, which influences much of their next season's look Look at the work of designers such as Tommy Hilfiger, Versace, and Donna And globally, African-American music

is an influential element that directly affects language, dance, cinema, liters ture, art, and media and affects social and cultural values. Historically, countless African-American, and other U.S.-born, artists have documented America's joy, pain, aspira-tions, victories, defeats, idealism, and

shortcomings via their music. A CALL TO ACTION

Ten years ago, after two efforts, Congressman John Convers Jr., Democrat from the 14th District of Michigan, was finally successful in receiving broad based support for HCR 57. This resolu tion recognizes the importance of jazz and sought to develop effective national infrastructures to support this genre. It also helped to secure funding sources for preservation and educational outreach programs and designated lazz as a national treasure.

Convers' worthwhile efforts set a recedence for the broader HCR 151, and it is expected that similar benefits can be accrued with its passage. IAAAM is urving the music industry to act. Perforn ing arts organizations such as ASCAP BM1, the National Academy of Recording Arts and Sciences, the Rhythm & Blues Foundation, Jazzmobile, the National Jazz Service Organization, and others are already proactive in the promotion of black music. But individually, we must also galvanize our efforts and use our voting power to elect responsive congreational representatives who, in addition to passing legislation regarding jobs, housing, and other significant issues. must equally demonstrate an under-standing of black culture and its contributions to the music industry specifically and to the arts in general We challenge people to discard com

placency and make a difference by encouraging Congress to pass HCR 151 before it adjourns this year on Oct. 4 Write, fax, or call the Speaker of the House, Congressman Newt Gingrich, the Capitel, Room H326, Washington, D.C. 20515; Congressman William Golding. 2263 Rayburn House Office Building. Washington, D.C. 20515; or House Minority Leader Dick Gephardt, 1226 Longworth, Washington D.C. 20510.

Letters should be submitted to the Letters Editor Connection should be submitted to Connection Editor Marries A. Gilles, Billiouri, 1743 Broadway, New York, NY 19006.



UPGOMING

Billboard









CLASSICAL

Issue Date: Sept. 7 Ad Close: Aug. 13

allibrant's September 7th issue provides our annual close-up on the classical music market. Billboard's classical music additor Hold Waleson reviews current market trends, label's changes in focus, and the industry's market share. Other spodight features with highlight fall releases, compression and the control of the c

Contact: Pat Rod-Jennings 212-536-5136

IKELANI

Issue Date: Sept. 7 Ad Close: Aug. 13

As Cable Inspired music continues to previously shores workshide, shores workshide, shores workshide, shores workshide, shores will include an overall market report, capsules highlight less that the continues of the continues of the control of the control think acid in a range of general shift has control think acid in a range of general shift with ratio and not how the arrival of a national station will impact al invasion should be continued to a national control the control of the control of the control and publishing comparies.

Contact: Catherine Flintoff 44-171-323-6686

COLOMBIA

Issue Date: Sept. 14 Ad Close: Aug. 20

As the Columbian record emerge, Billboard's September 14th issue overview of the region's music Industry. Billiboard's own John Lannert explores the increasing popularity of artists outside their own countries and the establishment of major label brench offices in Columbia, Other features will highlight label activity (including Fuentes and Sonolux) and profiles on Columbian artists making musical impact.

Contact: Gene Smith 212-536-5001

AUSTRALIA

Issue Date: Sept. 28

Ad Close: Sept. 3 Billboard's September 28th issue bridges the Industry to the land "Down Under's music market. This spotlight issues and trends affecting the Australian music industry including pressures on retail price levels from imports. changes in the radio and major/indie label activity and the artists they're signing. Coverage will also feature a look back at the 10-year history of the ARIAs and this year's nominees in key categories

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COUNTRY MUSIC

Issue Date: Oct. 5 Ad Close: Sept. 10

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Contact: Lea Ann Photoglo 615-321-4294



BRAZIL

Issue Date: Oct. 5 Ad Close: Sept. 10

The Brazilan music market is bosoning with earlys, in Billbourie's Colober 6th issue, Lishi American Bereau Chian Lamin American Bereau Chan Lamin American Bereau Chan Laminet profiles this exploding gener by exploding geners by exploding geners by exploding geners by explosed prosellity outlook for future growth. Other features will include a blood-ylore look at major table affaits, the presence of indies in the market, an outline of Brazilan radio and its modelunistic for southolding single

Contact:
Angela Rodriguez
305-441-7976
Gene Smith
212-536-5001
Daisy Ducret

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Publication Date: December 11

Ad Close: October 9

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Artists VIUSIC

Virgin's Turner Brings Her 'Dreams' To U.S.

LONDON-When her huge European tour came to Cologne July 27, German audiences became the latest to buy into the seemingly neverending phenomenon of Tina Turn-

Thirty-six years after her recording debut, European dates on the legendary singer's exhaustive Wildest Dreams

tour began May 3 in Paris and will run until Decem ber, hy which time she will have played to an estimated 2.5 million people. This follows last April's release across Enrope of her Parlophone album of the same name,

which has had estimated sales there of 1.5 million copies. Such is Turner's status as a superstar member of the European music community that she has made her home here, with houses in

gin Becords prepares for the U.S. release of the album Sept. 3, Turner is relishing the prospect of tak-



ing her sophisticated hlend of fiftysomething pop and soul back What I've done so far [in my solo eareer] in America is to give them good quality music," she says. "You (Continued on page 25)

Elektra's Nada Surf Finds 'Popular'-ity Single Success Propels 'high/low' Set Up The Charts

■ BY CARRIE BORZILLO

LOS ANGELES-"It completely misrepresents the hand," admits Matthew Cases, singer/guitarist of Elektra's Nada Surf. about the hand's hit single, "Popular," a teenage guide to popularity that

some view as a novelty record. On the strength of that single. which is No. 13 on Modern Rock Tracks this week, the trio's debut

album, "high/ low," released June 18 and produced by Ric Ocasek, rises to No. 71 with a bullet on The Billboard 200 this week. The hand became a Heatseckers Impact act when, after topping the Heatseckers chart, it cracked the top half of The Billboard 200 at No. 89 for the week ending Saturday (3). According to SoundSean, "high/low"

has sold more than \$6,000 units to Caws may be happy that after

ful bands and finally letting go of the idea of making it big, he's resping the benefits of his hard work. However, he hopes that people will look he wand "Popular" (which includes the lyrics



"I'm a cuarterhack/I'm popular/I've got my own car/I'm a football star" to get a peek at some of the hand's more serious songs.

'I agree that it gives the wrong idea shout the band, but it gets people to the shows where they hear more songs, and they're not disappointed as far as I can tell," says Caws, whose bandmates are bassist Daniel Lorca and drummer Ira Elliot. "I'm looking



band is conscious ly trying not to end up a one-hit wonder by touring as much as possi hle and making wise career choices For instance, a certain forthcoming sit-

com that is based on a hit teen movie from last year wanted the band to perform "Popular" in an episode (Continued on page 76)

Rock Fans Target Of London Classical Set ing money for the National Academy

■ BY BRADLEY BAMBARGER NEW YORK-For years, Keith Richards has indulged a habit not rock'n'rollers: lis-

tening to classical In fact, it was the Rolling Stones' publicly proclaimed taste for Mozart and Bach that helped inspire *Exile On Classical

Street," an innovative attempt by London Records to get the younger set hip to the sounds of yesterday while rais-

of Recording Arts and Sciences (NARAS) Foundation. Due Aug. 13, "Exile On Classical



Street" compiles the favorite classical pieces of a dozen of the world's biggest pop stars. Musicians from Paul

McCartney to Bono, from Michael Stipe to Frank Singtra, selected a diverse array of orchestral, chamber, and vocal works that range from the Barocue era to modern times

Really, 'Exile' is the ultimate introduction to classical music for pop people," says Steven Singer, London prod uct manager and the driving force behind the album. Because it's not just a record company saying, 'Buy this.' It's 12 famous, highly respected musicians recommending their favorites. The artists were essentially the A&R freps | for the record." The first artist to come on board the

"Exile" project was Elvis Costello, a (Continued on page 79)



sound wafting from the open window of an A&R executive's office The DI inquires about the music, gets a copy of the demo tune, plays it on the air, and catch es the ear of an industry veteran who happens to he driving to an interview with a

Parlor James' Country Vibe Takes

Duo Into Discovery Records' Fold

record company CEO, Toward the end of their interview, the CEO asks the industry vet if he has heard any good music lately, the vet tells the CEO



the radio, and the CEO eventually signs the band to his label. It sounds like a fairy-tale scenari but it's the true story of the signing of Parlor James to Discovery Records The players in question-KCRW

(Continued on page 76)

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Red House Painters' Supreme 'Blue Guitar'

Set Is Bow For John Hughes' Island-Distributed Label

BY CRAIG ROSEN

LOS ANGELES-At first glance, the

Painters, known for their brooding and melaneholy folk-rock sounds, and filmmaker John Hughes, best known for the wacky box-office blockbuster "Home Alone," seems odd. However, to Painters singer/guitarist Mark Kozelek and representatives of Hugbes' new Island-distributed label

iring of San Francisco's Red House

Supreme Recordings, the union makes perfect sense. In fact, the band's new "Songs For A Blue Guitar." issued July 23, is the label's debut



point in the conversations that I have had with him is that he really believes in creative control. He writes, produces, and directs movies, and he has had trou ble in the past with other people trying

While Hughes' name has been most closely linked with the "Home Alone" films the filmmaker made several termoriented films prior to that morabit including "The Breakfast Club" and 'Pretty In Pink.'

Roth of those films represented groundbreaking attempts to bring the ple Minds and the Psychodelic Furs. to ream America via the big screen Hughes and A&M Records were the most successful at doing this with the soundtrack to "The Breakfast Club," as Simple Minds' "Don't You (Forget About Mey become a No. 1 bit in 1985 and the album was certified gold by the Recording Industry Assn. of America. The spacess of the music from Hugh es' past films inspired the formation of Supreme Recordings, a joint vent between Hughes, label president Jeff

Jaccoin and Island. Says Island founder/chairman Chris

Blackwell, "John is one of those directors who has an incredible sense of music. I've always admired the music in his films and look forward to working alongside John and Jeff to develop new Although Hughes, who is working on

new film in Chicago, is a co-owner of the label, he will not handle its day-today business. For that responsibility Hugbes has tapped Jacquin, former



Radioactive A&R head and Creative Music Management head. Also employed at Supreme's L.A. headquarters are A&R expensive Jessi. ca Linsky who formerly worked for

Rough Trade in San Francisco and the Vorid Domination label, and Annette Zilinskas, a former member of Medicine, Blood On The Saddle, and the gos (which later became the Baneles) Both employees will handle several tasks, including A&R, but have no for-Says Hughes, "Jeff has put a great

team together at Supreme Recordings, and it's going to be great working with Chris Blackwell, whose work I bave admired greatly

This isn't the first time Hughes has dabbled with a record label. Several years ago, he signed a deal with Uniersal to have his soundtrack recording go through MCA. However, Jacquin

for Rykodisc. They were, respective-

ly, CFO of the REP Co. and VP of

TAG Recordings in New York

names Leslie Chinea national retail

sales and marketing manager and pro-

manager, They were, respectively, VP

of advertising and marketing for Com-

neet Disc World and coordinator of

motes Matthew Chook to produ

sales for Mobile Fidelity Sound.

says, "that was burically only a soundtrack label." Supreme will be a different story.

"When John and I first booked up together, he told me he had this little dream to have a real record label, rather than a little soundtrack label," Jacouin "We may eventually do soundtracks, but the label is not based on that. We are going to make a concerted effort to be a real label and sign some bands. The Red House Painters are the label's first signing, but there are two other arts inked to Supreme. One is a new band fronted by Brad Laner, an L.A. native who formerly led the Amer-ican Recordings act Medicine; the other is another L.A. local, singer/songwriter Blake Miller, Miller will be backed by a



of Further. Jacquin, Supr hopes to release an EP by Miller and an album by Laner by year's end

Supreme plans to break its first release by concentrating on college radio and triple-A. The label serviced the Red House Painters' cover of the Cars' "All Mixed Up" prior to the album's release. (The track will also be released communicable in September in the ITK with remails on Resides including the hand's ensures of Neil Young's Midnight On The Bay" and Ted Nugent's "Free-For-All.") A videoclip for the truck, directed by Phil Harder, was being completed at overs time Says Jacquin, "Hopefully, the Red House Painters can transcend college radio. Their music is not a lot different

from Joan Osborne . . . They do ballads and big, beoutiful songs." To support the album, the Red House Painters plan to tour for the first time in three years, beginning with a string of European dates Sept. 4-9. The band will then return to the U.S. for selected

dates in key markets. Alexis Aubrey, associate director of marketing at Island Independent Labels, says that the organization is happy to be affiliated with Supreme and "Songs For A Blue Guitar" is outch



stand before their show at New York's Roseland July 19, Members of the band are posing with their Hestseekars No. 1 T-shins to commemorate the fact that the

group's Marcury debut, "Fizzy Fuzzy Big & Buzzy," reached No. 1 on Heatseekars for the week ending July 20. The band is in the midst of a national four and will perform at a few shows sponsored by modern rock radio stations including KOMF San Jose, Cellf 's show Aug. 1 and KNRK Portland, Ore 's show Sunday (4), (Photo: Chuck Pulin)

releases within our company According to Konelek, the Red House Painters opted for Supreme after he and 4AD began having artistic differences. They wanted to clean up and edit the guitar leads, but they were missing the point. I wanted to make a different allians that was looser and more likely." A representative from AAD confirms that the solit was due to creative differ-The four-piece Red House Painters The covers also provide a breather

have broadened their musical scope on "Songs For A Blue Guitar" by utilizing a guest female vocalist on a duet, pedalel guitar, and piano. On previous releases, the band eov-

ly "turning into one of the biggest indie

ered Kiss' "Shock Me" and Simon & Garfunkel's "I Am A Rock," Aside from the Cars cover, "Songs For A Blue Guitar" features the Painters' interpretations of Yes' "Long Distance Runaround" and Paul McCartney & Wings' "Silly Love Songs." The latter track is transformed into a nearly 11minute darge that will be virtually unrecognizable to those familiar with the orig-

Konelek says that the material he co ers is not necessarily songs he likes. "To take some awful songs like 'Silly Love Songs' or 'Shock Me' is so much more creative and fun than doing a Tim Buckley or Leonard Cohen song," he says. "What could I possibly add to their songs that they didn't already do? How sen I ening to make a song like 'Europe more fun to take stupid songs and turn them into good songs."

from Kozelek's own seemingly painfully personal songs. "They do help me take a break from myself," he adds. While most listeners will likely ssame from the Painters' downbe sounds that Kozelek is a deeply depressed individual, he says that is not

"I'm not going around like that for 100% of my life," he says. "There are things that I enjoy, and I have a family that loves me. I like to go to nice restaurants with friends, rent a good movieand I like to go camping, but there is another part of me, and it's easier to write from that perspective."

EXECUTIVE TURNTABLE

RECORD COMPANIES. Jay W. Krugman is appointed senior VP of marketing for Arista Records in New York. He was VP of marketing for Colombia Records Mike Kraski is promoted to senice VP of sales and marketing at Sony Music Nashville. He was VP of sales.

Katherine Woods is named VP of legal and business affairs for the RCA abel Group. She was an attorney with Jack, Lyon and Jones. Mercury Nashville promotes Carson Chamberlain to senior director of

A&R and Kevin Lone to media relations director. They were, respectively, director of A&R and manager of

Alan Gnoli is named national sales director for H.O.L.A. Recordings in New York, He was national sales director for Unique Distribution. Simon Collins is appointed managor of A&R for MCA Records in New York He was a creative consultant for



Ryko Corp. in Salem, Mass., names Daniel J. Waibel CFO and Thomas









Atlantic Records in New York promotes Jennifer Looney to associate director of advertising. She was manager of advertising. Sid McCain is named associate

rector of publicity for Arista Records in New York. She was associate director of madis for Calumbia Records Rama Barwick is named director of dance music marketing for Max





He was label manager.



He was manager of dance promotion for Hot Productions.

Emotive Records in New York pro-

motes Ron Co to promotions manager.

PUBLISHING. BMI in Los Angeles pro-

motes Paige Sober to senior directo

relations, Chris Galotta to director of

publisher administration, and Jan

Gross to director of writer adminis

tration They were respectively









administration, and associate director of writer/publisher administration.

RELATED FIELDS. Randy Gerston is named senior VP of music for Ryshee

Entertainment in Borbank Calif He was VP of Lightstorm Music and Rejina Brown is appointed marketing services manager for MCA Music Media Studios in Universal City, Calif. She was national promo-

tions manager for Epic Records. BILLBOARD AUGUST 10, 1996



The newest, most powerful female vocalist hitting the airwaves August 20th...

Dalia



Vega Unveils 'Nine Objects Of Desire'

Her 5th A&M Release Sports Sultry, Jazzy Vibe

BY PAUL VERNA

NEW YORK-Always an artist who pushes herself to explore uncharted musical territory, Suzanne Vega was presented with the ultimate challenge two years ago, when her first



and got down

to the business of recording her fifth studio album The result of their efforts is "Nine Objects Of Desire," the follow-up to Vega's acclaimed 1993 release "99.9" Due Sept. 10 on A&M Records. "Nine Objects" is a sultry, exotic recording that features Froom's artful production and inspired perfor-mances from drummers Pete Thomas and Jerry Marotta, bassists Bruce Soul Coughing fame), and Froom and engineer Tehad Blake on various instruments. The album was recorded at the Magic Shop in New York and mixed at Sound Factory in Los Ange-

Vega describes "Nine Objects" as

a sexier album than any other one I've made" and a "less defiant" record than its predecessor, which emphasized edgy, industrial sounds. She adds that the new record is "not a retro album," despite the lounge-like styling on the sleeve for "Caramel," er single from the soundtrack to uned earlier this year

"The Truth About Cats And Dogs," "A lot of people are thinking that the whole album is going to be like 'Caramel' and it's going to be lounge music, but I don't think it is," says Vers. "It has a funkiness about it." A&M plans to aggressively promote "Nine Objects" to Vega's solectic fan base, which spans the triple-A alternative folk modern rock and AC formats. The album's first single

and video is "No Cheap Thrill," an uptempo, catchy cut. The track goes te radio Aug. 14. A&M product manager Brad Pollak says, "To a certain extent, this is a relaunch in that Suzanne's been away from the marketplace for [almost] four years, so we are not taking snything for granted. Part one of the attack is to aggressively tell ber fans that she bas a new record out

Pollak adds that "Nine Ohiecta" combines many different sides of Suzanne Vesra, For those who are bardcore fans, like myself, you can find a little bit of her [self-titled] first record," which established her in 1985 as a leading figure of the folk revival.

"As you progress through 'Solitude Standing, 'Days Of Open Hand,' and 90.9° E' there are bits of all of them' in the new project, he says. U.S. radio programmers and

etailers have high expectations for "Nine Objects Of Desire Bob Waugh, assistant PD at mod rn rock outlet WHFS Washington, ., says, "It's a really strong record. Earn though it's been a little while since her last album, she continues to reinvent herself. When you're looking for something that you're trying to differentiate next to (Continued on page 35)



show at Brownes in New York, Shown, from left, are Steve Kleinberg, Elektra senior VP of marksting; Zauzstona Murphy Cohen, Elektra product manager, Brian Cohen, Elektra VP of marketing; Paleface; Strymour Stein, president of Sire/Elektra; Danny Fields, artist manager; and Jerry Blavat, radio consultant.

Zero Hour Makes New Distribution Deal; White Zombie's 'Astro Creep' Remixes

A CHANGE OF PLANS: Nine months after signing a thly touted exclusive distribution pact (Billboard, Oct. 21, 1996), New York indie Zero Hour and MCA-owned Universal Records have changed to a nonestable distribution deal. According to Zero Hour president Ray McKennie. racid growth at Universal led to the mutual decision to after the arrangement. "When we originally signed the deal, Universall was still Rising Tide with Doug Morris as president, and we were going to be the cornerators for their

"Within a month. Door became chairman of MCA. They had a mandate for Universal to be a major label instead of a subsidiary. Doug couldn't work with us day to day like we

ould have liked for him to. Univ sal did a lot of other label deals. It ecame apparent that what we needed was nurturing more than anything, but they're in a position where they need to forms on acts who will sell overnight instead of in three vears. We thought we would be part years, we unugen we would of a much smaller company. Releases by Steve Wynn, 22 Brides, and Grover are currently

by Melinda Nevman being worked by Universal/Zero Hour and will continue to be. "Universal's deing a great job with those albums," McKennie says. The majority of Zero Hour's releases will go through

dependent distributor Koch International. Zero Hour can also work with other major labels. When asked if he expected any future Zero Hour pro-ects to be funneled through Universal, McKenzie save. "It's really oxing to be on a resoults, rose basis. If we're oving to not out a record and Thispersal's excited about it, wold lose to work with them. Universal president Daniel Glass was unavailable for comment, other than to reiterate his statement in a press

release: "We look forward to continuing our relationship with [Zero Hour] on a project-by-project hasis." COMBIFIED: On Aug. 13, Geffen will release "White

Zombie Presents Supersony Swingin' Sounds," a new album featuring remines of 10 songs from White Zombie's doubleplatinum "Astro Creep: 2000—Songo Of Lore, Destruction And Other Synthetic Delasions Of The Electric Head." According to a label representative, a few songs the roup had remixed to use as B-sides were so well-received. of television shows in recent years the band thought, Why not do a whole album, since there won't be a new one in a while." Remixers/producers work ing on the project include the Dust Brothers, Nine Inch Nails' Charlie Clouser, P.M. Dawn, John Fryer, and the Damage Twins. The collection includes a new version of the K.C. & the Sunshine Band classic "I'm Your Boogie Man," which also appears on the soundbrack to "The Crow City Of Angels." The CD will be specially priced at \$12.99.

Both clean and stickered versions will be available. STUFF: The Enclase, Tom Zutaut's new EMI imprint, is in the midst of beefing up its staff by adding six new marketing and promotional people by September to bring the unber of staffers to 26. Folk wing Fluffy, the second act to release an album through the Englave will be the singer/songwriting due of Virginia-based Shannon Wor-

rell and Kristen Asbury, formerly known as Monsoon, on Oct. 1. The album is being produced by Cracker's David Lowry . . . Barenaked Ladies, Take 6, Etta James, and the Rembrandts are among the artists cutting versions of Disney classics (new and old) for "Music In The Park," a salute to Walt Disney World's 25th anniversary. The album will be out later this year on Walt Disney Records

Despite rumors to the contrary, the Smashing Pump kins are not talking to Red Hot Chili Peppers' drummer Chad Smith about replacing Jimmy Chamberlin, who was kicked out of

the hand last month (Billboard, July 24). The band has scheduled its post poned New York area dates for the Continental Arens, East Rutherford N.J., on Sept. 16 and New York's Madison Square Garden on Sept. 17-18 . . . Following the July 23 automobile death of band member Rob Collins, the Charlatans UK have announced they will stay together and return to the studio in October to

complete an album that was 75% finished before Collins death. The Beggars Banquet act also plans to release a new single, "One To Another," on Aug. 26. The video for the song, which was shot a week before Collins' death, will also be released . . . Bassist Jennifer Finch has left L7 to return to college. The band is in the process of recording a new album, "The Beauty Process—Triple Pistinum," which is set for an early 1997 release on Reprise

MORE STUFF: Singerbongwriter Kim Fox has signed with DreamWorks. Fox was featured in Billb report on the music scene in Bloomington, Ind. (Billboard, May 4). El Niño and Vida, also featured in the report, have n reviewing major- and indie-label offers as well . A&M has signed Jonary Long, a 15-year-old bloss guitarist from Minneapolis. His label debut will be released in 1997 Deep has recorded its first movie soundtrack for the new Rodney Dangerfield movie, "Meet Wally Sparks." Although this is the group's first soundtrack, head Devo Mark Mothersbaugh has written the theme to a number

Rhino will begin putting out Lee Saver's pop catalog later this year. The first release will be a two-CD career anthology that will include previously unreleased b Rita Coolidge has joined the cast of "20th Cen tury Pop" for the revue's Washington, D.C., run, which bugins in September. She will be joined by Darlene Love and Merry Clayton, who supeared in the show in New York ... On Aug. 27, RCA will release "Elvis: The Other Sides-Worldwide Gold Award Hits, Vol. 2," two albums previously unavailable on CD. To sweeten the pot, the limited-edition release will include a first-day issue of the Presier 1960 postage stamp attached to an Elvis/RCA envelope.

Pet Shop Boys Reopen On Atlantic With 'Bilingual' BY STEVEN MIRKIN

After more than a decade on EMI in the U.S., the Pet Shop Boys have switched labels and are back with a new attitude and new album that bee already landed them a No. 1 dance Neil Tennant and Chris Lowe, col-

lasticaly known as the Pet Shop Boys, will release "Bilingual" on Atlantic Records Sept. 10. Although the Pet Shop Boys remain signed to EMI for the rest of the world, their relationship with EMI in the U.S. bad run its course. ennant says, "We've been through all the regimes. We'd always give a new regime the henefit of the doubt. but we finally realized that it wasn't really working." When the band decided late last

war to look for a new label, manager Arma Andon was intrigued by Atlantic's gay marketing division. During a phone call with Atlantic VP Vicky Germaise, Andon revealed that the band was available Germaise quickly beought senior VP Craig Kallman into the conversation, and finally, label chairman Val Azzoli joined in. Azzoli flew to London to

ly arranged. 'It's a great, great signing for Atlantic. It's rare for a band to marry art and commerce," Germaise says, "and the Pet Shop Boys have



done that consistently." Jeff Dun-

durand, product manger for the album, adds that "the Pet Shop Boys take music all the way. Atlantic wants to do the same for them." The label started laying the groundwork for the album in Max. when VP of product development Peter Galvin organized a series of parties to launch lead single "Before" at gay dance clubs in Minneapolis, Houston, New York, San Francisco, and Chicago—markets in which the Pet Shop Boys have done well. The parties were tied in to local retail and print ads, and they will be expanded in September to support the album's release Atlantic serviced about 200 clubs with import 12-inch singles of

"Before" that included a number of remixes. The gay marketing division sent an additional 160 copies to clubs on its mailing list. On June 17, the domestic 12-inch of "Before" was released to stores. While the A-sides (Continued on page 16)

Fluffy Gives The Enclave A 'Black Eye'

U.K. Punk Band's Album Is Debut For Zutaut's Label

LOS ANGELES-England's all-

female punk group Fluffy couldn't have found a more contradictory mon-Sounding more like a name for a lightweight pop outfit, Fluffy certainly doesn't write songs that "lack

intellectual content or decisive quality," as Webster's would define the Instead, London-based Fluffywhose full-length debut, "Black Eye, is due Sept. 17 in the U.S. on the

Enclave and Sept. 30 in the U.K. on Parkway-is pure bardcore punk delivered with a raunchy, abrasive vocal assault from lend singer/guitarist Amanda Rootes

The album, produced by Bill Price Sex Pistols, the Clash), is the first the new label run by former Geffen A&R executive Tom Zutaut, who signed Guns N' Roses, Motley Crue, Flastica, and Enva (Billboard, Sent. 9, 1995). The Enclave is a full-service stand-alone label distributed by EMI

"I know our name is pretty shit really," says Rootes, who cites the New York Dolls, the Stooges, and the Sex Pistols as the band's influences "It's actually from a [lesbian] novel called 'Fluffy Butch.' We thought it was funny, so we kept it. But it's also

Rootes says the hand, which in cludes Bridget Jones (guitar), Helen Storer (base), and Angle Adams (drums), feels more at home in America than in its homeland because the

room for punk to grow; We are the Millwall of rock in England; Millwall is this bad football team here that everyone hates "We're not jangly and cute, which is what has been happening here lately. It's not Radio One-friend People here like Sleeper and ly. People bere like orcep.
Echobelly; punk rock is just beginning to start again. In England, we get a lot of men chanting, 'Show us your tits." They usually shut up after a few songs. In America, they look at

us like a band and they listen to our lyrics, and the first thing isn't that we're women. That's good because our influences are really American. Likewise Rootes save when the band found itself the subject of a bid ding war on both sides of the pond

she found stark differences in the its treated the band

"The journalists (in England), it's like a tabloid thing. They tend to [write] more about whether we wear knickers onstage," she continues. "We had a lot of labels after us, and it sounds like a dream come true, but it was really difficult 'cause they think that flirting with you will make you sign with them. They take you out to mer and flash around champagne and cocaine. It was nauseating. No one really goes, 'I like your music' or talks about the lyrics. They talk about everything else, like 'You'll be big in

On the other hand, Zutaut, save Rootes, was the first label executive who talked about "the titles or chord changes, and he talked about all the BILLBOARD AUGUST 10, 1996



FLUFFY

onk hands he'd seen in the late '70s.

He has so many really great, strong women working with bim." The Enclave has spent the past several months setting up "Black Eye," beginning with a 7-inch single feats ing "Husband," "Psychofudge," and

sap" licensed to Tim/Kerr Records in May. Parkway released the single in the U.K. at the same time. (After the first album UK rights power to the Enclave.) Parkway also released a lim-ited-edition single of "Hypersonic" in entember 1986

Aron Axlesen, acting music director at modern rock KITS (Live 105) San Francisco, picked up the import of "Hypersonic" after reading about the band in the U.K. papers "I liked it, put it on a specialty show.

and the response was so good we ided it and had it on for 12 weeks, be says. "It had top five phones for about three or four of those weeks. To me, [Fluffy is] a real indic, edgy version of Elastica, but not Britpop. They fit into that Hole, L7, Tuscadero, Veruca Salt, edgy thing."

To further awareness of the band the Enclave released the Price-pro-duced EP "5 Live," recorded at New York's CBGB May 15, on July 9. The vinyl version of the EP was issued on

'I'm a setup freak," says Enclave

head of marketing Steve Backer." put those out just for awareness and to get Fluffy's music into the hands al active music buyers. There is a lot of curiosity about this band caused by the English press and good wordof-mouth, which makes our joh a whole lot easier.

Backer says the label "quietly released the single and EP and didn't foreibly work "Husband" to modern rock radio or video. However, some local and regional video outlets-such as Texas' "Austin Music Network, Denver's "TeleTunes," and New

ork's "Blast Off"-aired the clip. "When we come with the albur we'll go in earnest to [college radio and modern rock radio and video! and hopefully through what we have

done, they [will] have already beard of Fluffy," adds Backer. The label is deciding between "Scream" and "Black Eye" for the first single, which will be acryled to modern rock, mainstream rock, and college radio Sept. 9. However, Zutaut. says, the major thrust to commercial radio will be in January, after the band has more touring under its belt. Fluffy, which is booked by Little

Big Man in the U.S., has already done a major-market tour, covering many cities on the East and West coasts in April and May, A six-week U.S. trei expected to begin in September, will commence on the West Coast and then go to the Midwest and East, The band, which is managed by Lendon-based Phil Hope, has alrea toured in Ireland with the Foo Fight ers, appeared at major European ner festivals, and played with the Sex Pistols, Iggy Pop, and the Buzzcocks at Finsbury Park in London June 23. Its U.K. booking agency is

ICM Fair Warning Wasted Talent. Our philosophy is to be a truly A&R-empowered, music-driven company," says Zutaut. "We want to de velop and build our artists from the very bottom to the very ton. We've been working Fluffy since last Decemb the time we put the album out, a lot of retail and radio people will already have heard them or read about them While Zutsut admits that Fluffy's

"punk attitude may scare radio and MTV a little bit," he believes that the melodic aspect of the band's music and lyrical statements will help pave "It's very melodic punk, and they are very charismatic and visual adds Zutaut, "You get the sense that

they're four fon, bright, articulate. crazy young women, but there's a bit of politics, too. Look at 'Black Eye' that makes a major statement about estic violence and how destructive it is. On the other hand, they're not afraid to talk about sex, to The band's songs are published by Anxious Music Ltd./PolyGram Musi

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August 1996

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MCA's Speedball Baby Maintains The Pace On Major-Label Debut

NEW YORK-When a band makes ita mark via a low-tech trash aesthetic, the move to higher-rent territory can be a precarious one. But Speedball Baby, which makes its major-label MCA release "Cinemal," seems set to take that step without breaking

'The earlier records might have been a little more . . . of the moment, but I don't think we've lost any of the primal aspect," says front man Ron

"We've always tried to combine ood songwriting with the physical, [Pop] or one of the old Mississippi

There are certainly veins of blues influence on the exhilarating "Cinebut they wend through thickets of Birthday Party-styled squall and hyperkinetic rockabilly beats, as evidenced by such unhinged tracks as "Toss My Salad. "This band has an incredible amount of energy and intensity, and they manage to make that come alive

on record," says Bruce Wheeler, MCA marketing director, "They're also amazing live, which is absolutely essential to breaking a band like this

A strong concentration on street marketing is just as essential, says Wheeler, who explains that the label will target a network of lifestyle retailers, including tattoo parlors, pool halls, and skate/surf shops for intore play and promotion.

Fort Apache has just released "Speedball Petite," a teaser EP to be distributed through DNA rather than the Uni system, which features "Mexican Blowout" and two non-LP songs. We wanted to get music into people's hands and give our in-house staff

relationships with," says Fort Apache label manager Amy Morgan Link. We plan to use EPs like this to establish awareness of bands whenever we

The label will tag "Cinemal" with price points that Wheeler calls "no greative but not low-ball"-probably \$12.98 list for CDs. He says the hand will do in-store appearances where possible, including a release-eve apearance at Mondo Kim's in New York's East Village.

"I suppose it is a real New York kind of band," says bassist Matt Verta-Ray. "I mean, people seem to get it wherever we go, because it's so in your face, but I don't think the band could necessarily bave started any

where but New York Verta-Ray devised the Speedball Baby concept while playing with the decidedly more sedate Atlantic act Madder Rose, but it didn't come to

fruition until he hooked up with fellow Bostonian (and former Blood Oranges drummer) Ward. 'We met at a friend's wedding and played some right there," the guitarist recalls, "Ron was pretty much as wild and charismatic as part of a wedding hand as he is onstage, so I knew w

could have something cool going on After adding bassist Ali Smith and drummer Dave Roy, Speedball Baby began its assault-literally, given Ward's penchant for onstage physiealthy-on New York clubs, and onick

ly released a pair of EPs ("Speedball Baby" and "Get Straight For The Last Supper") on the Matador-distributed PCP label. The band, which is managed by David Whitehead and booked by Michael Leahy, was set to release 'Cinema!" earlier this year, but those plans were shelved when internal sources objected to the inclusion of "Al Green Shuffle" on the grounds that certain images could be construed as

racist. The song was subsequently deleted from the finished album. "It's a nonissue to me at this point, but some people, for reasons I can't understand, saw the song as having negative overtones," says Ward. There are people with agendas, and they asked me to change the lyric and title, and I said, 'Fuck it,' Unfortunately, we're not talking about the real world here.

Wheeler, who was not at the label when those initial discussions took place, says that he is "swere that there was concern at the compparticularly since Al Green is an MCA artist." He notes that Fort Anoche is likely to issue the song as a B-side sometime in the future.

In the meantime, the band is set to undertake its most extensive tour next month. While most will be headlining dates, there may be some September shows supporting kindred spirits the Jon Spenger Blues Explosion. "We're not looking to change any

thing about what we do," says Verta "A lot of people look at signing a major deal as this miracle, something that you have to change in order to live up to. But if you do that, you lose the stuff that got people interested in the first place

PET SHOP BOYS REOPEN ON ATLANTIC WITH 'BILINGUAL'

tains different remixes, including one by Danty Tenaglia, who co-pro duced part of the album with Tennant and Lowe. The single rose to No. I on the Billboard Hot Dance Music Club Play chart. A CD maxisingle with extra songs has also been released. And on July 17, the label released an enhanced CD single. which added the video for "Refore Of the enhanced CD. Germaine ways It really is an added value. We feel that even the people who bought the import will want to buy this." She also feels that the different versions will not compete with each other "There are some buyers who are cal. They have to buy everything

In addition, Germaise says, Pet. Shop Boys fans "tend to be intelligent, educated, computer-literate people." To reach them, Atlantic is building a Pet Shop Boys World Wide Web site on the Internet, Dandurand adds that there are already about

800-223-7524

five fan-maintained sites, as well as an EMI U.K. site. "We'll be happy to link our site to any of them," be says.

The radio edit of "Refore" is being serviced to alternative, top 40, and college stations; the latter will also rereive a promotional disc with an interview with Tennant conducted by Magnetic Field's Stephin Mer-

Although the Pet Shop Bore have not had a non hit since their version of "Always On My Mind" went to No. 4 on the Billboard Hot 100 in 1988, Germaise feels there are some fanatic Pet Shop Boys fans at radio, and the label will get a shot on this record. "You can see bow the band did previously, with very, very little otion and visibility. We're going full-tilt. There's no way this record is not going to go," she says, opti-

Although the Pet Shop Boys' manserred dance music does not seem to fit most alternative playlists, Dan-

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durand feels that releases from Everything But The Girl, Electron ic, and the "Trainspotting" soundtrack are harbingers of change Tennant says that he and Lowe were conscious of making a dance album. "Our last album, "Very," was definitely a high-octane pop album. He adds that with "Bilingual," the due wanted to do something where

rhythms He also sees the album as some thing of a response to the current erop of Britpop bands. "We wanted to do an album that was kind of cosmopolitan in its approach ... someing that encompassed the world The album was written partly in New York, with a 1994 tour of South America also influencing its sound.

Tennant is not worried about the band being pigeonholed. "There are people who like the Pet Shoo Boys who like Mariah Carey, who like house music, who like Nine Inch Nails. I think we do get pegged as afternative or dance or mains tream But I know there is still a strong call

for us out there." Dandurand says the label has primed retail for the album, keeping outlets abreast of developments. The album packaging should impress, with intricate cover art and a specially colored iswel box. " 'Rilineual' is one of our prime fourth-quarter

releases," Germaise says. "It's going to be very, very aggressively priced and positioned. Germaise hopes Atlantie's com mitment to the Pet Shop Bors will

help smooth the duo's feathers. They have a reputation for being difficult to the extent of barely helping to romote their releases. "We feel that if we can prove to them that we're coming to the party in terms of working this better than their records have been worked before, they'll respond by doing things they haven't done before," she says.

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YO-YO MA WALTZES TO NEW REALM WITH SONY CLASSICAL RELEASE (Continued from page 1

This slightly offbeat string trio performs a selection of tunes, arranged or composed by O'Connor and Meyer. that have their roots in mountain folk music and the Texas fiddle tradition. But the artists' eves are on the crossover horizon

For Ms. "Appalachia Waltz" represents one of a continuing series of cello repertoire is too small to keep such a gifted and intelligent artist

happy and engaged forever. If Ma were a pianist, a violinist, or a conductor, he would bave a far broader field in which to play; as it is, he makes his own opportunities, and his choices are often surprising Whether he's playing the Bartok certo on an oversized viola held in the cello position, experi menting with Todd Machover's hyper-instruments, commissioning new concertos, or collaborating with jazz singer Bobby McFerrin on the alhum "Hush," which was recently certified gold by the Recording Industry Asan, of America, Ma is actively engaged in the search for something different and satisfying. The search, he says, even makes the old stuff new again, "When I go to the Kalahari Desert, Beethoven

ds fresher," says the cellist. Ma is an ideal front-line artist for his label, Sony Classical, whose pres ident, Peter Gelb, is artively seeking ways to record music outside the standard repertoire, appeal to audi ences beyond the classical core, and make interesting marriages between the artists on his label.

Of course, as Gelb puts it, "Any record Yo-Yo does has big sales potential." Ma's new five-year contract, signed this spring, is a case in point: It includes his participation on an all-John Towerser orchestral recording (Taverner taps into the musical mysticism/spirituality market that faeled the mereus of Górceki's Symphony No. 3), a recording of music by the late Argentinian tango master Astor Piazzolla with tango musicians, and a collaboration with the Chinese-Amer ican composer Tan Dun, newly signed to the label, in a work using replicas of 2.500-year-old Chinese brass bella. The work is being prepared to commemorate the Chinese takeover of Hong Kong next year.

"Appalachia Waltz" was born a few years ago when Laraine Perri, formerly VP of product marketing at Sony Classical, gave Gelb a solo recording by Meyer, a base player and composer whose activity has ranged from participation in the Chamber Music Society of Lincoln Center to membership in a progressive bluegress band and work with such artists as Lyle Loyett, James Taylor, and the Chieftains

Gelb signed Meyer to the label and suggested that he and Ma work

together. Meyer brought O'Connorfiddler; classical guitarist; jazz, country, Celtic, and bluegrass r former; and composer of "The Fid-dle Concerto," which he recorded for Warner Bros. and plays with orchestrus-into the project. "It was a natural fit." Gelb says.

Ma says that the project turned into "a year of getting together with two very special musicians, who on many



"They have devoted a major part of their lives to going into that tradi "the cellist says. "They spent a lot of time teaching me what that means. It's a different world."

The result, a mellow, accessible album that includes such diverse pieces as the wistful, traditionalsounding title track (it's actually by O'Connor in an arrangement by Meyer) and the rhythmically propol sive "Druid Fluid," plays engagingly with string textures and is a pleasant, if not highly challenging. mix of folk and classical music. And while the cosy, pretty cover art and elegant electronic press kit (both evoking a well-heeled rather than poverty-atricken vision of Appalachia) have a deliberately classy this is one of those projects that will reach beyond any classical core audi-

Alexander Miller, VP of marketing for Sony Classical USA, has roots in the pop business and knows where be's going with the release. "We're aggressively marketing this to a very wide audience," Miller says. Radio is a primary target, with triple-A, roots music, NPR, classical, and college formats all part of the push

"I think our listeners are going to eat this up," says Rita Houston, music director at roots-music station WFUV New York, "It's definitely a project for the adventurous music lover, and the adventurous music

Jim Connett, PD at classical KFUO St. Louis, is also enthusiastic about the release. "If classical music and its artists are to go anywhere, projects like this have got to increase, says. "We need them to stimulate our format and our listenership.

Sony has produced a four-track ampler and is hiring a staff to pursue active rotation on commercial sue active rotation on commercial stations. The CD will be a listeningpost priority for the label at retail We always do well with Yo-Yo's straight elassical stuff, and we are a strong buegrass chain of stores, so something like this might do really says Eric Vaughan, major label buyer for the 150-store Wax-

Sony is exploring other promotional areas as well. In the pop style. unusual for a classical artist, the album will get tour support, with Ma, O'Conner, and Meyer playing seven concerts in late October/carly November, beginning at Stanford University in Palo Alto, Calif., and finishing with a showcase at the Bottom Line in New York, Ma's first appearance at that venue. The Bottom Line appearance is co-sponsored by WFUV, and Sony is pursuing syndicated radio

broadcasts of the concert Nov. 6. We're making it nonexclusive in each market, so a classical station. an adult contemporary station, or an Americana station could all broadcast it in the same market." Miller says. Stations will be permitted to rebroadcast the show before Christmas-which would doubtless help sales over the holiday period and into

Sony has allotted time for a lateight TV talk-show appearance while the hand is in Los Angeles and is looking for licensing opportunities

in film. A sequel is likely.

The plan is for Ma's audience to be introduced to O'Connor and Meyer and for their audiences to meet Ma. One physical step in this direction is a release party, to be held after Me's performances with the Nashville Symphony in September, which will make overtures to the Nashville and country community," says Miller. The concerts will probably bring a mixed audience, eager to see how these musicians fit together. Ma is thrilled. He's played plenty of chan ber music, but it's not exactly the same, "I love being in a hand," he The "Appalachia Waltz" tour was

carved out of Ma's beavy concert schedule, most of which still features performances of the tried and true (though he's hoping to take the Tayerner piece on the road as well). But even when Ma played he older rener toire he often finds a way to do it with a new twist. For example, there is his career as a musical filmmaker. After reading Albert Schweitzer's thoughts about Bach as a pictorial composer five years ago, Ma began to think differently about Bach's cello suites, a landmark of the repe toire, which he recorded in 1983, "I always thought all the arts were interrelated and that specialization was not always good for creativity in the humanities," he says.

So Ma is making a film for each of the six suites, collaborating with several artists, including choreographer Tamasahuro, filmmaker Francois Guirard, and ice dancers Torvill and Dean. Recording the music is part of the concept of the film, and Ma saow his performances are very different from a decade ago because the visual lement changes his view and becau "I've changed and been influenced by a lot of people, including the early-music movement." The films, spon-sored in part by PBS and the BBC,

will be shown on TV next year, by which time Ma will doubtless have mastered the baroque cello and be ready to record its entire repertoire. Assistance in preparing this story was provided by Terri Horak.

Continental Drift

GAINESWILLE, FLA.: Big White Undies' winsome vocal harmonies and urgent Beatlesque pop handily coincide with a growing public hunger for such a sound. Says guitarist Eric Steinberg, "You look at the success of hunds like Hootie & the Blowfish, and you see that what people are craving are melosty and some-thing that hooks them. We really love writing melodies and senge based around



melodies. It's not the typical grunge thing." The Undies, who rapidly sold 2,000 copies of their second CD. "Matter," have gained a loyal Southeastern following. That's thanks to similar on commercial rock outlets WRUF and WRRX in Gainesville and commercial alternative station WNNX Atlanta, aswell as well-received shows in those plus Orlando, Miami, Tampa, and Fort Myers. The band, founded as an

acoustic due by singer Pat Koch and bassist Dave McMahon in 1989, cleans up at this year's Florida Jammy Awards with the entertainer of the year honor and four other trophies. The group, expanded to a quartet, has been heard on several compilation CDs, including the recently released "Florida Music Isn't Just For Breakfast Anymore" and the 1994 discs "Rock The Vote" and "One For In The Grove." The name amounts to a jokey statement of philosophy. "Strip away everything else, and we're all just wearing underwear," Steinberg says. Contact Sky Sirwierski at 941-922-2480. PHILLIP ROOTH

BALTIMORE: "We're in a unique situation," says Jah Works guitarist Kevin Gorman, "because we walk that line between what the public perceives a reggae band to be and what we actually are-which is a good live act who can compete with any rock hand," Yet, in the reggae field, this eight-piece Baltimore-based ensemble (with its rotating horn section, there are 10 members) has no competition. Dancehall, dub, and roots-reggae are given elements, but what truly sets this multidirectional band apart is the incorporation of R&B, Latin, and jazz into its music. Sales of its current CD, "Feast Or Famine have been so good (well into the thousands) that the band has pushed back the release of its follow-up, "Send The Rain," to the fall. Tracks such as "Tentative Dance," Judgment Day," and "Somalia/Heavy Heavy" not only have a lively, humping, rhythm-henry feel but also boast an overwhelming notial con-sciousness. WHFS Annapolis, Md., WIYY Baltimere, and Maryland college stations WGAA and WTMD are still spinning cuts from "Feast Or Famine," as are Philadelphia's WXPN and WEDU and WFHB Bloomington, Ltd. From Maine to Florida, Jah Works (which also features vocalist/saxoobonist Natty Roc, vocalist Scotty Paynter, guitariat/vocalist Tony Love, keyboardist Brian Gorman, bassist Mike H., drummer Dan Lowe, and percussionist Eric Vincent) smoothly makes the transition from clubs to college and concert halls. Along the way, the hand has opened for such reggae luminaries as Burning Spear, Yellowman, Third World, Eck-A-Mouse, and Mikey Dread. Guitarist Gorman says, "Our main focus is to be the best live band we can be and hopefully pull in people who normally wouldn't go see a reggae band. Contact Riddim House Productions at 410-243-5144. J. DOUG GILL

DALLAS: Husband and wife team Gabrielle (bass/mosks) and Burette Douglas (guitar/worsh), better known as Buck Jones, are earning high praise in the stroplex area for their ability to meah their particular soundsthought-prevoking, she's edgier-and showease their shilities through live shows and a CD release, "Shoegager,"

Gabrielle Douglas says that being married is an "easy" solution for them when it erenes to congraviting "We've buddies, and we enjoy being together, she says. "When we're in the practice room, we're hand members. I think we're keeping it straight because we're honest with each other." Area media have already picked up on Buck Jones, which is rounded out by Cody



have highlighted the band on their regional and local music shows. Here in Dallas, KDGE (the Edge) has pieled popular track "Halo 3" for a compilation CD, and KTXQ has featured the band on its "Texas Tapes" releases. Gabrielle Douglas has been nominated for best female vocalist in The Dallas Observer's annual music awards. While listeners have struggled to tag Buck Jones' music, Burette Desglas just calls it rock'n'roll, "Alternative has become too mai rather people make up their own minds. The summer has been spent recent ing a new CD and expanding the touring schedule to include new dates in Texas, Oklahoma, and Louisiana. Contact the bend's manager. Monte Krause. et 214,328,9687

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Œ	1	10	THE WALLFLOWERS INTERSCORE 90099 (12.98/08.98)	BRINGING DOWN THE HORSE
4	7	1	RHETT AKINS DECCA 11424AKCA (10.98/15.98)	SOMEBODY NEW
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BILLBOARD'S WEEKLY COVERAGE OF HOT PROSPECTS FOR THE H

BUILDING A STORY: WITH the help of Code Blue/Atlantic, it looks like Austin, Texas, The hand's major label do-

favorite Storyville is breaking out of its Southwest homestead but "A Piece Of Your Soul released July 16 (Billboard,

Farm is gamering No. 1 phones at mainstream rock KSHE St. Louis with "Lie

On Lis," the first single from its Columbia debut Notwithstanding." The album, due Aug. 16. was nendured by Matt Hyde (Pomo For Pyros). Mainstream rock KLOS Los Angeles and modern rock

ers KROQ LA, WHFS Washington, D.C., and KLUM Milwaukee are also on the track, which hasn't officially gone to radio yet The band hits the road in lete August.

June 8), has sold approxima le 4000 pieces sulfate ticle in the first two weeks of release, according to SoundScan. It debuted at No. 4 in the South Central Regional Roundup last week and is No. 15 this week.

"The Biuest Eyes," released on November Records in 1994garnered the band critical acclaim and six 1995 Austin Momake a significant mark on the

retail front Their base was is rooty confined to Texas, but we are forturate enough (that) because of the past experiences of hand members [playing with other noteworthy musicians), this will spread to a much wider area, says Pat Creed, dir-

Storyville's last album-

ector of product development at Atlantic. We're really response at radio he continues. "We feel strongly enough about the album that stations are going to want to pick up dif-

ferent tracks, so we serviced the whole album as well." Atlantic has also been fortunste with the warm reception Storyville's first single, "Good Day For The Blues." In the past week

mainstream rockers KDKB Phoenix, WCCC Hartford, Conn., WPLR New Haven, Conn., and WRFX Charlotte, N.C., keep began playing the song. KQRS Minneapolis, WFBQ Indianapolis, and KLOL Houston are also supporting the single. On the triple-A front, KBCO Boulder,



R

Mista's Debut. The self-titled debut album from R&B teenage foursome Mista dropped July 30 via Elektra. This week. Atlanta-based Mista's first single, "Blackberry Molasses," is No. 62 with a bullet on the Hot 100 and No. 16 on Hot R&B Singles. Its next offering will be "it's My Baby," which goes to R&B radio in early August.

0

REGIONAL HEATSEEKERS NO 1s

THE REGIONAL ROUNDUP Rotating top 10 lists of hest-selling Marin Atlan Somelocky New
Access Mayor Shapherd Ledicate
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EATSEEKERS CHART Colo., is playing the album and had the band perform on sir on

D.J. LAZ PANOSC 8857* (9.98/15.98)

DEBORAM COX @ ARISTA 18781 (10 98/15 98)

We're focusing on three markets where the airplay is. sava Creed. "And, we've seen some nice upticks, small but from five to 29 funits sold! Eight to 15 in Indianapolis and 32 to 41 in Minneapolis. The plan is to keep them out there

playing—they're a fabulous live act—and to support radio that's giving us support." Storyville, which

consists of Malford Milligan (vocals), David Grissom and Dave Holt (guitars, backing vocals), Chris custion), and Tommy Shannon (bass) toured prior to the album's release throughout the Midcion kicks off a Northeast west and Texas from tour Aug. 15 in support of its debut, "Lemongrass." mid-June to mid-July More dates are plan The album is now available ned through Septemon Twitcher, but the band is ber in such markets looking for a new deal. Halcion, which is booked by

as Houston, New Orleans, and Nashville. They will play six West Coast dates with the Allman Brothers beginning Aug.

On Aug. 4, Storyville is taping "Mountain Stage," which is condition of a public radio off. tions via Public Radio Interna-ROAD WORK: Ireland-bred

son, Girls Against Boys, Wayne Kramer, and Letters Virgin Megustores in Orange County, Calif., Aug. 20, L.A. Aug. 22, and San Francisco Chimers is out and about play-

To Cleo.

Artista & Audience's Sam

Kirby, has landed loads of good press and great open

ing slots with Markyn Man-

. BY CAS ing clubs and doing in-stores to support its second album "Earth Loop," rolessed July 30 on Grass Records. The band kicks off the tour

Tuesday (6) in Albuny, NY, and hits Brownies in New York on Aug. 14 Lana Park in Los Angeles on Aug. 21, Paradise Lounge in San Francisco on Aug. 28, and the Mercury Lounge in New York Sept. 19, where it will open for Sleeper Chimera will do in-stores at the

KING OF BASS

DEBUGANI CON



Aug. 29.

Tonight,

smooth and very seductive.

So Many Wa

the debut album featuring the hit single "So Many Ways"

ermeine in the Se Se Def Productions, Éarl-So-La int, Daryi Swimper for Stent Partner Productions, Inc

Chuck D.'s Life On The Record

Mercury Set First Solo Effort By Public Enemy Leader

BY HAVELOCK NELSON

NEW YORK-Another page turns in hip-hop history as Mercury Records prepares for the worldwide release of "The Autobiography Of Mistachack," the debut solo album by Chuck D., Public Enemy's stentorian lead voice,

in October Never a couch potato, D. also has other projects on tap, including a new PE album, tentatively titled "Afraid Of The Dark," which he expects will be released sometime in 1997. He says that Bomb Squad producers Eric Sadler and Hank and Keith Shocklee, who originally produced the act, will likely be featured on the set. According to the performer, "The Autobiography Of Mistachuck" represents "an extension of PE's agenda. [However, it] is more groove-oriented, more based on feel." He says, "Wheresu PE was based on taking (creative) ebances, this solo record takes less chances, because I don't think a whole

After being signed to Def Jam as a ember of PE for nine years, Chuck D. says he negotiated with label CEO Rossoll Symmens last year to "go elsewhere in the universe with my solo sit-The rapper met with representa-

tives from a few labels, including Arista and La-Face, before signing with Mercury because label pres ident Danny Gold berg impressed bim as being "a CHUCK D. visionary, not a

reactionary." Since it debuted with "Yo! Rum Bash The Show" in 1967, PE has been on a pro-black mission to examine the roots of racism before suggesting solu-However, the main objective of "The

Autobiography Of Mistachnek" is dis-cussing the "Big Willie syndrome," a lot of heads are ready for a lot of innoconcept that Chuck D. slams as being vation. But yo, I could rock the same grooves anybody else could, but with ridiculous." In hip-hop culture, "Big "describes a lifestyle charac terized by the quest for money and

Needs Industry's Squeaky-Wheel Support DO THE RIGHT THING: Since the beginning of 1996,

has been following the efforts of the l tional Assn. of African American Music (IAAAM) to obtain a congressional resolution recognizing the cultural and economic contributions of African-American music Early on, efforts were focused on getting President Clinton to officially proclaim June "Black Music Month." However, congressional resolutions are limited regarding

The album's first single, "No," which

shipped July 24, cuts to the heart of the issue. Chuck D. swiftly runs

through a litany of items and philoso-

phies be feels African-Americans

targeted at the artists as toward the

people in the business who fail to devel

Other songs on the album include "Mistachuck," which speaks directly (Continued on page 25)

should reject. He says, "The lyrics aren't so much

op the artists' careers."

the designation of specific months. As a result, the language of the resolution has been altered and is more general in nature

"We've been working on President Clinton ever since he took office, nearly four years ago," says IAAAM co-founder Dyana Williams. "He

The

Rhythm

save that be'll sign the resolution, but that we have to do our part and set it through Con-

To date, 91 congressional members have co-sponsored House Concurrent Resolution 151, enough to bring the pro posed resolution to a vote However, 151 is in danger of

never reaching the House floor because of apparent apathy on the part of Rep. William

Goodling, R-Pa, chairman of the House Education and Economic Committee. It is from this committee that the proposed resolution would be introduced to the House

As Speaker of the House, Rep. Newt Gingrieh, R-Ga., is gatekeeper for items making it to the floor. And as most informed readers know, Gingrich has his own ideas about wbat is and is not important to this nati "The House leadership has declined to bring the legis lation to the floor for a vote because it's just not one of their priorities," says Rep. Chaka Fattah, D-Pa., who is

leading the congressional charge to get 151 to the floor for a vote "I became involved in this worthwhile issue," Fattah ntinues, "because one of my constituents [IAAAM] has been working hard to get African-American music recognized for its undeniable economic and cultural significance. The proposed resolution is a nonco and for the Speaker to not bring it to the floor for a vote monstrates an obvious lack of concern for positive

By press time, neither Gingrich nor his office had returned phone calls, and Goodling was not available for comment. A source in Goodling's office wasn't sure if Goodling was aware of the resolution and said that if he was, the congressmen hadn't had time to examine it However, documents obtained by Billboard that were drafted and distributed by Fattah's office suggest that the offices of Gingrich and Goodling may indeed be aware of the proposed resolution but are stonewalling efforts

George Thomas, Sem Kninger, and Adam Deitch; David Connelly Productions keting director Julie Grant; and Fat Bag's Jeff Misner and Atticus Cole **IAAAM's Black Music Month Campaign**

StepSun's Brand New Bag. StepSun CEO Bill Stephney breaks bread with

for release in early 1997. Pictured sitting, from left, are Stephney, Fat Bag

funk/juzzinap band Fat Bag after signing the Boston-based group to his label, wi is distributed through interscope. The act's still-unitled debut abum is schedule

founder/lead singsr Alexander; Alexander's personal manager, David Connelly Sr.

and business manager Al Flamer Sr. Pictured standing, from left, are producers

Sam Lopez and Vic Steffens: Fat Bog members Dave Feusi, Adam Smimott,

"Dear Colleague" letters dated Feb. 28 and March 27 were sent by Fattah to members of Congress in an effort to gain support for Resolution 151 One Republican source on the Hill, who said he had not seen 151, suggested that perhaps it had not been brought to the floor because "other, more pressing matters" uire the attention of Congre

IAAAM is in the midst of a letter-writing campaig targeted toward Gingrich and Goodling in an attempt to

get them to send the proposed resolution to the floor. We've been mobilizing neonle around the industry and the only way this is going to happen is for everybody to write and call in."

says IAAAM's Williams.

As it has been in the past the brase ring is there for black Americans to take. But also, as

usual, this has become a situation of whether this fight is rtant enough for people to draft letters of support. Like anything of value, respect is not something that is freely given; it's earned through hard work. I'm hoping that there

are enough people out there with enough pride, spirit, and concern for black music to

pick up a pen Perhaps Gingrich and Goodling haven't brought the resolution to the floor because it's just not important to their conservative agenda. But if persons working in any African-American-driven genre fall to write or phone in support of 151, it will reinforce the stereotypic perception that the black community is a benign force in regard to political issues-even when the issues affect them

Anyone not helping to seed a message to the rest of the country that black music has made significant contributions is demeaning his or her status as a valued component of the music industry. Black music has made tremendous contributions to entertaining the world. But perhaps more importantly, as

part of the national and clobal economy it has created jobs and generated numerous opportunities for new businesses. Let's inform the rest of the world about what we

TAKING A STAND: Fans of the defunct group Family Stand won't want to miss "Mack Diva Saves The World the debut solo album by Sandra St. Victor. The Warner Bros. set, written and eo-produced by the vocalist, is

scheduled for release Sept. 24. Also, Jeff Smith and Peter Lord, who rounded out the Stand triad, take writing and producing credits on the self-titled debut by Avatan Polydor R&B group Goodfellaz. The set is scheduled for release Nov. 5 and features (Continued on page 23)

Perspective's Mint Condition Finds Its 'Definition' As A Band

BY J.R. REYNOLDS

more power?"

LOS ANGELES-When Perspective releases Mint Condition's third album, "Definition Of A Band," Sept. 17. executives hope consumers will finally get it.



"On their previous releases, people weren't clear that Mint Condition

is an R&B band," says Perspective co-founder/producer Terry Lewis. "I never thought this group was a hard sell. We just have to do a better job of educating the consumer Mint Condition is fueled by eontemporary rhythms and beats but has a distinct '70s-influenced appeal. The act also bears the oftenunrecognized prestige of being a self-contained crew-an unco mon commodity for most '90s R&B

Soys the group's Larry Wadell, "A lot of people think that because we're signed to [Jimmy "Jam" Har-ris and Terry Lewis"] label that they're producing our albums. But we write and produce all of it ourby Los Angeles-based Larkin Arpold, consists of keyboardist Wadell, guitarist Homer O'Dell, vocalist/ drummer Stokley Williams, saxophonist/keyboardist Jeff Allen, key-boardist Keri Lewis, and bassist Ricky Kinchen. The act's music is published by the Mint Factory The band was formed in 1989 and debuted two years later on Perspec-tive with "Meant To Be." which contained "Breakin' My Heart (Pretty Brown Eves)" and "Forever In Your Singles chart.

Mint Condition, which is managed

Eves," The tracks peaked at No. 3 and No. 7, respectively, on the Hot R&B In 1993, the act followed with "From The Mint Factory," which peaked at No. 18 on the Top R&B Albama chart and featured "U Send Me Swingin"," which was No. 2 for four weeks on the Hot R&B Singles

chart, "From The Mint Factory" sold 286,000 units, according to Despite the act's respectable performance, executives say Mint Condi tion has yet to reach its commercial potential. "It's important for this band to develop a fan base because of their nature as a live performance group says Lewis.

SoundScan

"With so few true soul bands out there, the kind of R&B they perform has become an almost alterna-tive style," Lewis says. "But grewing up listening to black bunds in the 70s and then playing in one [The Timel in the '80s, 1 know the richness that a live band can bring. I also know that people want to hear (Continued on page 23)



"I haven't had that much fun since I don't know when..."

Ron Isley a/k/a Mr. Biggs

"I'm coming back!"

Big thanks to VIBE Magazine and all the artists who blew the roof off the biggest Black Music Month celebration ever:

SWV, Isley Brothers, Busta Rhymes, Mint Condition, Monifah, III Al Skratch, Lady Saw, Usher, Donell Jones,

DG, 112, J'son, Gina Thompson, Bounty Killer, Skin Deep, Carol Riddick, Tha Truth, Mona Lisa,

Mista, Deborah Cox, Horace Brown, Laurneá, Puff Johnson.

You made it another boomin' success on Pleasure Island at the Walt Disney World Resort.

Here's lookin' forward to next year. Peace.





Billboard TOP R&B ALBUMS

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScare

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Nas Keeps The East Coast No. 1

E.C. IN DA' HOUSE: It's been four weeks since Nas' sophomore set on Columbia Records, "It Was Written." debuted at No. 1 on The Billboard 200. where it has remained since

then. Nas is the first East Coast rapper to debut at the top of that chart. In the past, only 2Pac, Smoop

Doggy Dng, and Ice Cube, all Cali acts, have managed to enter the list at the peak position.

This achievement is a triumph for the artist, as well as for Faith Newman. director of A&R at Columbia, who supervised the project. She says, "Although Nas' first album was critically acclaimed and all that, he felt a need to reach more people, espe

cially after watching people like (the Natorious B.I.G.], who are his friends, go platinum with their albums."

For Newman, the challenge was to increase the artist's fan base without significantly altering his style. She recruited Sean "Poke" Oliver and Red Hat Layer Tane of Trackmasters Entertainment to assist her efforts. They have a really good sense of what's radio-friendly these days," she says. "And even though they use a lot of samples, they do so in really creative ways. They're also musicians who kno about melody and the importance of

hooks in a song, and they really helped out Nas with that." Though never made available comercially, the set's first single, "If I Ruled The World," was released to radio programmers, mixers, and DJs in late Max. Shortly before releasing the cut, Columbia dropped white-label

vinyl featuring Nas freestyling over breakbeats. We knew we had a hit radio song with "If I Roled The World," says Demette Guidry, VP of black music marketing at Columbia. "But we also knew we needed to address the streets. Because Nas never fully penetrated ears outside of New York last time out. a majority of the white vinyl discs we serviced to markets other than the Big

Apple, says Tyesh Harris, Columbia's national director of rap promotion. Trackmasters supervised most of the songs on "It Was Written," but West Coast superstar producer Dr. Dre handled the cut "Nas Is Coming. "I had approached Dre about doing a remix of 'The World Is Yours,' from the first album," Newman recalls, "But because of his situation at Interscope at the time, he wasn't able to do it. He was always a Nas fan, though, so when

we approached him about doing something on the new Nas record, he accepted without hesitation In the wake of the Nas album, Newman is working on several rap projects. They include a compilation album for master mixer Kid Kapri. "It's like a

Quincy Jones-type record," she says. Kid will be doing all the tracks, and several guest artists will cover them One cut will feature Big Daddy Kane Kool G Ran, and Heavy D. Another, tentatively titled "The Columbians," will showcase the Fugres, Nas, and Big L. Newman is also working on arrang

ing a reunion of "all your favor: groups who aren't groupe anymore." To BILLBOARD AUGUST 10, 1995



by Havelock Nelson that end, the exec has approached the

members of Brand Nubian, Pete Rock & C.L. Smooth, and Nice & Smooth "Everybody's been receptive," she says. "The only people I have to still talk to are Parrish Smith and Erick

Sermon (of EPMD) Another act Newman is readying is Big L from the Children of the Corn crew that also boasts Uptown's Mc-Gruff and Bad Boy's Mase. Producers on the set will include Ski, Easy Mo Bee, Nobody, and Spunk Bigga.

411: Regina Cameron of Los Angeles-based RC Entertainment Produ tions is preparing a series of public service announcements aimed at African-Americans called "Safe Sev?" PSAs will feature rappers Yo-Yo, Da Brat, Suga-T, and Mia X, among others. "Our goal is for viewers to gain a better understanding of their personal responsibility to protect themselves first and to advocate safe sex or no sex, says Cameron . . . Based on SoundScan announced its status as an all-urban music label six months ago-is the country's No. 1 independent label. The company's roster features Fat Joe, mon, the Beatnuts, Dru Down, and MOP, and it distributes Buthle Records (Bone Thugs-N-Harmony, MC Ren), Suave Records (gold-selling Eighthall & MJG, South Circle), and Boondox Records (PMD, an act fea-

turing Parrish Smith from EPMD). WANNA BE DOWN? The always educational hip-hop conference How Can I Be Down? is set to roll for the fourth year. It will run Oct. 10-14 at the Shelbourne Hotel in Miami's tony South Beach area. "We're trying to do a lot of exciting things," says Marvette Britto, who is handling publicity duties for the confab and coordinating some of its

events, including the Salute to Excellence dinner, which will horser Jermaine Dupri, Sean "Puffy" Combs, KRS ONE, Michael Bivins, and Salt-N-Pepa. "We're going to have performers from each [of the honorees'] camps do a montage of their music," says Britto. The conference will also feature a Rock the Vote forum at which punelists will discuss issues such as consorabin every delegate who registers to sate at the conference will receive \$25 off the price of admission, according to Britto.

MINT CONDITION (Continued from page 26)

Most of the songs on "Definition Of A Band" were performed live in the studio by the sextet. "We just set no in a circle like we do in rehearsals, and start playing," sava

Immediate commercial reward from earlier albums was never a priprity for the group, "We knew we were going to baye to build an audience because of the current music landscape," says Kincben, "What keeps us going is the respect that we have out there from fellow must cians who appreciate what we're doing, and the fans who understand where we're going with our music. Perspective senior VP of promotion

Eric Thrusher says "What Kind Of Man Would I Be," the album's first sinwas serviced to R&B formats July gle, was serviced to R&B formats July 17. The ballad will be serviced to crossover stations Aug. 13, then later to pop stations. The single arrives at retail Aug. 20. In an effort to increase consumer

awareness of Mint Condition's status as a band, the single's video depicts the act in a live performance. "The clip was lit and filmed in a way that carries the same kind of a warm emotion that you'd get if you were to see them live, What Kind Of Man Would I Be" was lensed by Frank Kozak and ser-

viced July 19 to BET, the Box, MTV, and VH1 To further boost visual swareness of the act, Perspective plans a three-stage mailer campaign. Postcards bearing various album artwork elements were ed to radio, retail, and press Aug. 2. followed on Friday (9) by anoth salvo of postcards that have still images from the video. The final bar-

rage of postcards will depict the album's cover art and is stated for mailing Aug. 16.

Since live performance is the best method of domonstrating Mint Condition's talent, the act will tour with Toni Braxton and Kenny G, beginning Sept. 13 in Atlantic City, N.J. Mint Condition, which currently has no booking agent, will serve as the stage band for

Braxton and will do a 15-minute set on its own during Braxton's show. Although the international release date for "Definition Of A Band" has not been set, the label is already soliciti reviews and features from print publi-cations around the world, with the

working this act internationally, but we want to complete the domestic tour before releasing the album outside the IIS because we want the guys to be available to promote it in person," says Thrasher.

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44)

NEWP

NEWP

THE RHYTHM & THE BLUES (Continued from page 20)

New York-based vocalists DeLouis Avant, Ray Vencier, and Angel Vasquez N F:W ATTITUDE: Kim "Babygirl

Wash, formerly with Hoes With Attitude, has created her own label, Diamond Records. The label, which is distributed through M.S. Distributors will issue music from dance. R&R, and gospel acts, as well as rap artists. first release from the label is "Holla At Me" by Babyerri, who is president of Dismond, Industry veteran Kevin Wafford serves as the label's VP/GM. Look for the album Sept. 8.

Hot Rap Singles.

ARTIST ELEVATORS (ME & YOU) ◆ OUTKAST C'NON N' RIOE IT (THE TRAIN) A ◆ CRUCIAL CONFLICT * * * GREATEST GAINER * * * PO PIMP ◆ DO OR DIE (FEATURING TWISTA) ◆ BUSTA BHYMES FEATURING THANE IT'S A PARTY PAPARAZZI SMAKE A LIE' SOMETHIN'. THE 2 LIVE CREW NEW GET MONEY A PLANCE M.A. FLAT THE NOTOROUS BIG CLIMITUD INCOMING MAP ROBING CLONES/SECTION THE ROOTS 1 CONFESS 15) 15 SCARRED (FROM "EDDIE") HANG FM' HIGH REEP ON, KEEPIN' ON ITROM "SUNSET PARK")

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> THE MAD SCIENTIST ◆ THE LARGE PROFESSOR ☐ Records with the greatest sales gains this week. ◆Videocity availability ◆Recording Industry Association

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Billboard. HOT R&B SINGLES

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THE SENTILE LIDE: With her third set, "I'm Morie Cos" (AASI), due it seekes Set, 10, COS Position in read or retain the disordine or with a new grows. Her first single, "Morie Cos", has cought on at R&B radio, moving 50-30 no RHz &R& ridge, and move the set of the

T.BOZ OF TLC FAME goes solo with "Touch Myself" (Rowdy/La-Face/Arista), the first single from the "Fied" assanderset. With strong first-week sales, it region in 2.0, 3.1 on five R&B Singles sites and No.4 of on More states, it region in 2.0, 3.1 on five R&B Singles sites and No.4 of on Hot ca, and the Tony Rich Project and moves 81.00 on Top R&B Albums. The film, with Laurence Fishburne and Stephen B&Bdsin, opened July 18.

MIAMI'S 2 LIVE CREW makes its first post-Luke splash into the raparren with "Shake A Lif Scorothin" "(Lif Jee, the lead single from the forthcenting albom of the sum name. The single makes its next yat No. 12co in No. Rap Singles, while entering at No. 66 and No. 44 co Hot RdB Singles and Hot RdB Singles Sades, respectively, the Wellaberger, president of the yearold label, says, "It's one of the fastest-growing singles I've seen." The album is due in stores Veneday (6).

WITH A STEADY BUILD at retail and radio, "Home" (Rip-10), the first single from sibling woul quartet 4.0, moves 65-50 on Het R& 61 Singles. The record also moves 76-60 on Het R& 61 Singles. The record also moves 76-62 on Het R& 61 Singles. Shee, thanks to a 24% increases in sales points at R&B over stores. According to the group's members, their in sales points at R&B over stores. According to the group's members, their in sales points at R&B over stores. According to the group's members, their harmony; to loted like that their law paid off for them. Currently, 51 mind harmony; it loted like that their law paid off for them. Currently, 51 mind harmony; it loted like that their law paid off for them. Currently, 51 mind harmony; to loted like that their law paid off for them. Currently, 51 mind harmony; to loted like the third harmony and the size of the size

SINGIN'THE BLUES: "The Soul Philosopher," Johnnis Taylor curns this work's Greatest Gainer Award on Top R&B Albuma, moving 16-16, thanks to a 35% sales increase at R&B core steers. His current simple, "Good Low," at 15% sales increase at R&B core steers. His current simple, "Good Low," in the carly "Glo with Chicago geopoig group the Highway GCs and worn sole in 1961. His current project matrix his 1884 album to chart in Billboard.

COLORFUL DEBUTS: Entering Top R&B Albums at No. 53, "In The Flow" (Vertex) by Colour Club mals Hot Shot honors. The set's first single, "If It's All Good," enjoyed a healthy run on Hot R&B Singles, peaking at No. 50.

WITH A 44% INCREASE in sales points. Texas rup group 20-2-Life's third album, "Tweaty-Two Life' (Inmath, gursers the Pacesetter award on a large following in the Bay Assault Seales) and the South—the markets to which the success of this project can be attributed. The label is planning a 20-2-Life tour with, live rappers UKO that will begin Seq. 12.

BUBBLING UNDER SINGIFS

TITLE

14 19 2 KNOCK KNOCK

15 13 5 HOKEY POKEY

9 11 TO DA SEAF CH'ALL

10 7 INTIMATE THOUGHTS

28 - 1 RIGHT ON IT

21 13 12 WHAT GOES AROUND COMES AROUND

23 21 9 ACTUAL PACES

25 - 8 LA LA NORTH WIREST NO WHILE THE GOOD TO FROM

Subbling Under Sols the top 25 singles under No. 100 which have not set charled

18 16 12 GET RIGHT

22 25 5 KIRS LONELY GOOD-BYE

24 - 1 TRY LOVE AGAIN

20 17 4 SA RAZA II

TINA TURNER (Continued from page 11)

bave to leave it up to America to see what they're going to take. Their taste is not flexible; they stick with a theme, a style of music. I'm not a rapper, I'm not a rapper, I'm not a sace, lacksom-style artisk, I'm not a Whitney Houston or Mariah Carey type of person. But I think this music has a chance in America.

Invigorated by the typically turneltures responses to her spectacular live shows across Europe, she adds, "I'm a performer first, and once you see a altum performed, it makes a difference. Once people tabe time to really listen to fit, they'll have a memory of it being performed outsige."

Tony Wadsworth, U.K. managing

Another was the control of the contr

Droums' is being "repackaged completely" from the version out is other markets, seconding to Turner's manager, Roger Davies, Her U.S. tour is still 10 monthe away. It is exheduled to begin in May 1997, following dates in Australia in the new year, and will run until September.

In the meantime, Virgin has the bornel of a rainger promotional tein "Turner has been selected as the spokens when for a Hanne pantybox evenum for a Hanne will also appeare the 1897 U.S. on Soys Thurse of the campaign." The saids a Bittle bit more 10.0 going back to America. And it's a new way of introducing myoself to an audience."

Her cover of John Walter "Missing

You' (her current U.K. single, due out in Europe in late. August) will be released in the U.S. as the first pop single on Monday (5). This track is featured in the Hunos carpsign, inaugus of which are reflected in the new artwork, the fourth U.K. release from the album, debuted on the U.K. singles chart at No. 12 for the week ending July 21 for the 12 for the week ending July 21.

The revolve to those of the same of the contine o

Jee athough this version is not on the U.S. to establish the version is not on the U.S. to establish the property of the U.S. to establish the property of the U.S. to establish the U.S. to the U.S.

released in the U.K. and continental Burope in September and will consist of the original album plus a bonus CD containing the additional U.S. tracks. Phil Quartararo, Virgin Records president/CEO (U.S.), anys the revamped album is "probably more suited to America than anything Tina's made in 10 years. I believe that the strategic combination with the Hance



THE OX. BUSINGON

campaign means that we've got the er strongest possible chance of taking her to a new audience." He also enthuses about the planned broadcast in Sepst tember of a "50 Minutes" segment on n. Turner.

"I wanted to extend myself," says the stager about the album project." I album want to sound like myself. I'm known basically from my R&B roots, and II made a change with the 'Private Dancer album. I've tried to make every album since them an album of quality. For listening, these songs sound great."

For listening, these songs sound great."
Twelve years ago, when Turner was
signed to Cagitol, the U.S. marbet was
a visal part of the over-whelming success
of Turners' tooseback," record, "Private Dancer," which went five times
platinam in America, part of an estimated 11 million in worldwide sales.

Since then, despite all her Grammy Awards, successful film ventures, and tours, her abuns have had diminishing returns in the U.S. while remaining tremendously robust in other territo-

Freak Every Rule" (1986) was platfrom in the U.S.; her last regular schadie album, "Foreipa Affair" in 1989, west gold there. The 1991 compilation "Simply The Best," which topped the charts in IZ countries and sold smillion copies worldwise, peaked on The Billboard 200 at No. 113. Turner came to Virgin in 1988 with the soundstack to "Whath Love Got To Do With It." the Illim based on her autobiography, "L. Illim based on her autobiography," I.

"Roger [Davies] and I have been friends for many years," says Quantarian. For wintereer reason, he asked [the ascentizate] could be on Virgin in America. The result was that 'I Davi Wanna Fight' was the biggest tong she's had in America for 10 years. That some had marked to the properties of the protains a passed to build on, and I think we have a better springboard for Time in Auguest. 1996 then possibly sle's over had in her careed." Davies says Turner was a natural

choice for the Hares campaign. "She's farmous for her legs," he squ. The TV commercial was filmed in March. For Turner the Hames project. "Is coming at a perfect time. It's a perlient control of the special control of the Durisa, widely evellated with reviving the singers's career after she had descended from her glories in the 'Uia with ex-bustand like and was playing the calarest certain, says." I said to Virremizes and changes you feel you need

CHUCK D.'S LIFE ON THE RECORD (Continued from page 20)

to cynics and Chuck D's critics about the efforts he has made in the name of promotting hip-hop over the years, including taking part in 32 concert tours and visiting 38 countries to "attack governments."

"Horizottal Herois" features Professor Griff, who exited PE in 1989 61 lowing a Ilap over diparaging comments he made in The Washington Times about Jews. "General States Times about Jews. "General States Wreiklerd" is a song that, according to Cancel, D., "Grops some weeks to the wise before we get to the year 2000." Another track, "But Can You Kill The Niggs In You!," is a challenge to "giv". It is produced by Sadder and Features

soal man Issae Hayes.

Another veteran Bomb Squad producer, Gary G-Wiz, supervised cuts on "The Autobiography."

Mercury plans to use nontraditional approaches to mariot "The Autobiog-raphy Of Mintaehuck." According to product manager Kim Green, the label will support. a 15-city major-enariots promotional tour in September and October "We're working with the fact that Cbuck is much more than a recording.

Chuck is much more than a recording artist, "she say. "We're trying to tap into the people who care about his mind, politics, and what he represents as a wo'ce."
"These aren't 'the uptown heads."

she continues. "We want to secure them, but the truth of the matter is that the heads who used to love Chuck are now much older, and the new heads are checking for [younger, harder rappers) like Wu-Tang Clan. [But] the beats on the album are great, so they'll [hear] that Chuck's coming with phat music and, hopefully, join the party." Mercury plans to tuy advertising in seweral hip-hop and alternative music magazines, as well as mon's lifestyle

A promotional video directed by Kweka Abdullah will be used to raise swareness. "The cilip cost less than \$30,000 (and) is med simple," says Green. "It looks like 1971." Green hopes the industry will not ignore the cilp simply because it lacks the "disk" style control to teday's

periodicals.

videos. "It's a statement of Chuck's integritie." To further gain record-buyers' attention, the label plans to exploit major media sources. Chuck D. will provide commentary at the Democratic and Republican national conventions for BET and MTV, respectively, and will write several magazine guest

"Right now, Essence is looking at him, and our press department is shopping for a lot of (opportunities) that aren't necessarily record-related," says Green.

Mercury also plans to tap into the international media. In late July, Chock D. flew to London for two days of interviews with journalists from British magazines, including Q. New Musical Express, and Melody Maker. He also made an appearance on MTV

Europe.

1 4 2 ANYTHING GOES

4 6 2 LYNC RING

7 1 4 BODY KNOCKSN' SACHO PAR SHADWING

9 12 3 CRUSH BIG SHOS OTROCHROMO

3 Z Z PM THE COLLY PLAYER

_ 1 MO MORE TEARS

8 7 5 SHOT CALLIN' B BIG BALLIN'

B B 2 SHOTE SMETCHWARTER BROS.

20 11 3 FREAK OF THE WEEK

1 WU-WEAR THE GARMENT REMARKANCE

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Hot R&B Airplay.

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_			* * NO.1 * * ,	38	ij	15	C'MON N' RIDE IT THE TRAME
1	1 12 M	TOW BRANCH LAFACE RRIGHT BY AND HE NO. I	Œ	56	2	MOVING ON CECE PENSTON (MAN)	
2	2	34	CAN'T SLEEP BABY OF D	42	я	11	IT'S A PARTY BUT A PONCTENT DAME GLOTTAGES
3	3	16	TOUCH ME TEASE ME DIEPRI FOR SICKE PREDICITINGS AND	41	40	6	I NCE AGAIN A TRIRE CALLED QUEST LIVE)
7	7	13	ONLY YOU	170			WHY DOES IT NUMET SO MAD

4 15 WHY I LOVE YOU SO MUCH 43 11 26 MEET ON MEETING ON TO 6 11 TWESTED SECTIONS E S WITH YOU DE FLORE CHANGE BROK

D 7 5 HIT ME OFF (E) 60 2 LAST NIGHT ID 11 6 IF I NULED THE WORLE (II) - 1 LET'S GEY THE MOD ID 14 6 MY BOD SHOT TOWN BYS GO SO BET COLUM GD 61 2 EVERYDAY 18 6 22 KISSAY YOU 4 C 11 LET'S STAY TOGETHER (8) ST 3 MUSIC MAKES ME HIGH II 12 II TUNE OFFICE SPORE

(3E) - 1 IF YOUR GIRL ONLY ANDW 17 SET ON UP IS THA CROSSROADS 11 LOUNGIN 53 50 37 DOWN LOW RECORDER SAF SA 53 9 GETTIN IT

SS 48 3 TOUCH HYSELF SE SE 3 TELL ME D'LL DE AROL 6 THE THINGS THAT YOU DO SF 55 3 ALLISES SE 40 12 YOU SAID

(36) - 1 NO DISGUTY TIM OF THE EL 25 11 DEL ROMEA PERCENDI 82 46 20 READY ON NOT 25) 23 9 ELEVATORS INC & YOUR 63 50 6 FILL BO ANYTHING

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4 TELL ME CD 71 4 FUL MANY YOUR DREAMS COME THUS OF IS IN THE HOOD 72 67 3 WISHES 73 ES 36 LET IT FLOW 35 32 4 SO MARY WAYS TO - 1 CAN'T KNOCK THE HUSTLE 37 37 16 AIN'T HO NIGGA 76 68 25 ASN'T NORODY

HOT RAR RECURRENT AIRPLAY 1 - 1 COUNT ON ME 14 12 10 WHERE DO U WART ME TO FUT IT

20 13 I MISS YOU ICOME BACK HOME 3 4 3 SITTIN UP BUNY R 18 9 18 WHO CAN I RUN TO 4 3 8 BEFORE YOU WILK OUT OF MY LIPE IS 14 SOON AS I GET HOME 6 5 16 STILL IN LOVE 15 - 1 SLOW JAMS 5 S O'CLOCK 17 TELL ME 16 LOWE U 4 LIFE

8 6 4 EVER SINCE YOU WENT 15 12 14 ONE SWEET GAT 1 2 3 I MILL SUNVIVE

II 3 DON IL 15 EXHALE (SHOOP SHOOF

Hot R&B Singles Sales

30 32 17 YOU'RE THE ONE * * NO.1 * * ELEVATORS ME & YOU 36 36 2 BARY LUV 2 2 6 HOW DO U WANT FICALIFORNIA LE 40 25 34 THA CROSSROADS T) 5 1 TWISTED GE - I SHAKE A LIL' SO 4 3 5 I CAN'T SLEEP BABY OF D 42 39 27 GET MONEY 5 4 5 LOUNGIN 43 37 4 CLEMES E E II CHLY YOU 44 65 7 I CONFESS

45 41 17 SCAPRED CED ST 2 TELL ME ITLL BE ANOU (4) 56 4 IT HURTS LINE HELL 40 48 16 ALWAYS BE MY BARY 12 14 3 THE THINGS THAT YOU DO 13 12 14 TOUCH ME TEASE ME 61 50 12 PLL NEVER STOP LOVING

53 54 13 FOREVER MORE 16 15 6 GIVE ME ONE REASON TD II 6 PO PINE (30 30 2 WINT DOES IT MURT SO BAD 36 36 13 SN THE HOCO (37) 60 4 THINGS WE DO FOR LI 20 4 CHANGE THE MORE SE 12 24 DOWN LOW PROBODY HAS TO K

27 29 2 MA 158E III - 1 Sec LONG HONN 24 21 14 YOU SONTH SPTEMBER (E) 70 3 HOME 25 23 14 MEVER TOO BUSY (E) 15 3 ALIL SON EM SON EM GO - 1 SUP N' SUDS TO 34 2 LINK A MICHAEL 85 SE 10 OPERATION LOCKDOWN DA WIGO 29 25 5 IT'S A PARTY 86 S2 12 PARTY 2 NOTE

20 22 22 AIN'T NO HIGGA DEAD PRES (B) 1 GLORIA TED - 1 TOUCH MYSELF 65 49 6 IF IT'S ALL GOOD 22 24 14 HOUSE RESPER 22 27 6 BACK TO THE MORAL CEC 40 5 PAPARAZZI 35 36 6 WITH YOU SOMETHING PROPER 36 35 3 SO MANY WAYS 14 67 15 THE SARTH, THE SAN

27 13 10 THEY DON'T CAME ABOUT US

(2) - 1 BODY SHATCHERS

Dance

Gangsta-Bop Hits The Spot; Divas Dance The Night Away

HANGIN' TO THE LEFT: Need a and explorations of house, hi-NRG, and acid-iasz music? Even the most die-

hard clubbead needs a time out from the same of thing every once in a while. Maybe that's why the relatively new gangsta-bop scene in Los Angeles is picking up so much steam. Fancy this: swing-jezz horns laid atop rumbling funk beats. One of the first major recordings to capture this sound is "Mugzy's Move" by Royal Crown Revue (Billboard, June 15), and it is a feast for live music fans. Several cuts into this flawiess Ted Templeman production and you will feel like you have been transported back in time, shimmying around the dancefloor in a zoot suit amid clouds of cigar smoke and the



Funky Mix. Los Angeles DJ John Keiley is hard at work bahind the turn tables blending beats for "Funkyde sertbreaks," a multiact compliation on Moonshine Records, Kelley specializes in bringing sold jazz, electronic and trip-hop dance music to a variety of outdoor dance events. His recent gigs have taken him to festivals in Big Bear, Calif., and Saskatchewan, Cane. de "Eunicydenachmake" feeburee jams from a slew of acts, including DJ Voorton & the Linear Method Peurha delic Research Lab, and Bass Bin

scent of bourbon. Applause to the folks at Warner Bros, for wisely lumping on a budding new club sound before being told by indies that it's a good idea. We wish more majors would do that. Another left-of-center WB move that has us grinning this week is the sign ing of Rockers Hi-Fi. The masters of ragga-dab will offer their genius new collection, "Mish Mash," sometime during the fourth quarter of '96; the disc deftly combines the sprawling atmospheries of past recordings with the occasional pop book. In fact, dare we say that the track "90 Degree Fuzz-"could setually make the grade with mainstreamers? We do not want to scare off the act's loyalists, but that cut definitely has possibilities Can anyone believe that it is now por

sible to feel nostalgic for the "good old days" of the techno movement? Aging can sometimes be a terrifying experience. The caustic sound of techno may now be a tad passé, but its influence can certainly be strongly felt in current innovators like the Chemical Brothers and Dava Clarke For recof dininto "PSW-1987-1966" a double-disc chronicle of Renegade Soundwaye's singles output. The good news is that

Dance 🚍 TRAX



by Larry Flick

early cuts like "Cocaine Sex" and "Biting My Nails" still sound fairly relevant, if no longer adventurous. More recent jams like Tositive Mindscape hint that partners Gary Asquith and Danny Briottet still have an original idea or two. Twill be interesting to see where they land next on the creative map. In the meantime, dip into this Mute collection and indulge in a few 'they sure don't make 'em like that any-"memories

multi-act album that mines some of the more experimental fare to be found in Frankfurt, Fortunately, the set does not rest on one rhythmic tip, a monotonous vibe prevalent on way too many electronic compilations. Instead, itsteners are allowed to cruise from the relaxed ambience of "Le Tonnere Duna Les Plumee Wir" by Stevie B-Zet into the more frenetic territory of Earth Nation's "An Artificial Dream." set's marrowe value is enhanced by the presence of Carl Cox, who remixed Vernon Wonderland's self-titled track. and Sven Vath, who added his two-creative pennies to "No Fate" by Zvon. Jumping over to a more ragged and raw groove, "Blunted: The Edinburgh Project" documents the tasty musical fruits of those toiling away in that U.K. city's potent underground scene. Employing elements of trip-hen, ambient-dub, and innole (sometimes all at once), the cuts range from darkly nunting to soulfully soothing. Acts like Coco & the Bean and Blackanized are not only the notential future of clubland: they should also be considered the next wave of influential musicians on R&Bradio. In fact, if you have been discgin' on the isms of D'Angelo, then you next logical musical steps should be toward "Feel'n'Fine" by Suga Built and "Yeah, That's it" by Freshly

these killer jams across the pend and into domestie shops. Don't let this disc collect dust on the shelf DIVAS IN THE HOUSE: Webster's Dictionary defines a "diva" as a prima donna, particularly in relationship to the realm of opera, Well, boys and girls. imes have certainly changed. That definition succeeds in capturing only a tiny element of the current menumental

peezed. Props to the folks at New

York's Shadow Records for bringing

scope of what a diva truly is. "Diva" has become the bazzword of today's generation. It's a way of life . . . a metaphysical state of being . . . the quintessential intermark of power, flair, and heart. Divas now come in all shapes and sizes. In fact, you cannot swing an Armani handling without hitting one these days. Divas are everywhere . or are they? Discerning the real deal from a field of perpetrators can be an exhausting task. And the rure few not boldly proclaiming themselves divas

plateau-the promised land where fierce, larger-than-life figures reign supreme and everyone else lives to serve their whims.

There is no need to wonder if the women featured on Epic's forthcoming 'Dancin' Divas" are real-they truly are. For ample proof, listen closely to the music. And if you any have doubt after that, you are obviously in the wrong room, darling ... the course in remedial music appreciation meets down the hall and around the corner. At casual glance, this clique of per formers appears to be too broad for a tight relationship. But deep inspection proves otherwise. Each woman step ping to the mike possesses a voice of sunting range and style to spure Flexibility is the key to succe The Los Angeles-rooted Eye-Q singers like Celine Dion, Gloria Estefan, and Basia. All are revered for with "Behind The Eye, Volume III." a their masterful way with a ballad, but all are equally dexterous in their approach to the more lively material featured here. Dion's "Unison" is an undiameted bi NRC clearly while Rasis's "Dronk On Low" tone into her playful nature amid Roger Sanchez's muscular house beats. Meanwhile, Estefan's fun wersion of "Everlusting Love" is but one in her long string of

> the world, they are followed by a crop of rising divas with the potential for simfar success. Elaine Thomas is a sonring presence on the Kremlins' cute asputin (La-Di-Da)," while Tania Evans smolders on the Culture Beat kicker "Crying In The Rain" - which is by far the act's most viable bid for pop radio success since 1994's "Mr. Vain. prowess from M People front woman Heather Small, who white through a cover of the Small Faces' classic "Itchyroo Park" (this allyum is the only whicle on which this recent U.K. hit will appear domestically) with a smooth blend of streetwise edge and sophisti-

And while these bearwarights rule

elab-embraced nearls.

cated flair. Her distinctive way with a Blood Dance

CLUB PLAY SECOND ME SOFTER ROPERTS RIANT COME.

DON'T TURN YOUR BACK ON ME I WARMA DANCE WITH SOMEDOOM (WHO LOUSE MAN) LOUIS MAN WHITH IT HOLS TON MORE AW YEAR CHUPACABRA STROLL RATING

MAXI-SINGLES SALES 1. JUST RECAUSE I LOVE YOU LINA 2. BODY SNATCHERS RARE ESSENCE. SO MANY WAYS THE BRASTONS HUMBS ONLY YOU KIMARA LOVELACE HIS STREET

WIS WEAR. THE GARMENT RENAIS SANCE REA FEAT METHOD MAN & CAPPADONNA NO ME Also delivering house music with based on club play or sales regarded this week



ducer Stuart Matthewman after a recent gig at New York's S.O.B. nightclub. The show as part of the acid-jazz band's ongoing trak across the States in support of its debut album, "Memories Of The Soutshack Survivors." Pictured, from left, ara Matthewman with Bass is Base members Ivana, Mystic, and Chin.

lyric is the stuff of future legends. Speaking of legends, "Dancing Divas" is anchored by the input of Liza. Minnelli and sometime Sister Sledge front woman Kathy Sledge. Minnelli's version of "Don't Drop Bombs" defthy straddles the line dividing high camp and pure drama, while Sledge reveals the wonderful effect that time has had on her voice with "Take Me Back To Love," a riotous house anthem that deserves a place alongside "We Are Family" and "He's The Greatest

By its close, "Dancin' Divas" will not only have helped you identify the true traits of a diva; it will have put you in touch with the divs that lives in your soul. Bask in the glory of it all.

NTO THE GROOVE: It seems like a lifetime since Vicky Martin has flexed her smoky vocal cords for the public's measure, and she has found a fine part. ner in producer George Morel on "I Love You." This is one of those wonderful records that does not try to be anything more than a good house record. The words and music are bright and simple, the rhythms are appropri stely urgent, and the performs rife with showbeating vamps. David Anthony contributes an underground friendly remix that cuts a bit deeper with smooth, soul-inflected keyboards Available on Morel's Groove On

Records. Another long-absent clubband figure

resurfacing is Miami producer Ian Appell. With the spanking new That Sound," he issues a firm reminder of the unique boase sound that saturated dancefloors several years ago. Due later this month on SFP Records, the track combines his flair for weaving quirky sound loops with rubbery rhythms—while also revealing notable growth as a tunesmith. He is joined by newcomer Clara Vox, who stomp about with tooth-suckin' sass. Let's hope that Appell chooses to stay visible His organic representation cortainly makes peak-hour programs a whole lot more

fresh vision is producer Cerin Fisher. who dodges every house clické on "Good Love" by Intrigue. Given such a straightforward tune and vocals that are mildly reminiscent of Robin S., the temptation to go for the gloss had to be intense. But Fisher opted for a vibe underground flavors. The result is a tripped-out excursion that helps define his production sound while effectively establishing the act's personality. Each of the four featured remixes goes two

steps further in creativity than any other record you are likely to encounter right now. Chicago's quasi-dormant Rams Records is finally about to begin a flow of impressive releases that could easily establish a solid clubland image for the label. Best of the botch are "Shake R" by Barbara Douglas, a jaunty pop/ houser that gives the young sir plenty of room to vamp it up, and "Can't You See," an NRGetic apringer that allows Byrd Bardot to let his funny and charming personality fly freely Sneaking of Rams, the label is also circulating Shown Christopher's long-promised "Night For Lose," It certainy is worth a spin, if only for the singer's slick performance. But we must confess that after hearing her glo rious seid-iaxz version of "Anot!

Sleepless Night" at the recent Bill-

board Dance Music Summit, nothing

will do until that arrangement appears On the hi-NRG tip, ZYX comes forth with an exhausting spree of twirly anthems that includes "Higher" by Love Affair and Chimirs's fingerstrantin' rendition of the Carly Simon chestrut "You're So Vain." The label's most universally appealing single is "Klubbhopping" by Klubbheads, a European floor staple that is destined

Finally, are ya ready for something totally twisted? Check out Hani's reconstruction of "Give Him A Great Big Kiss" by the Shangri-Las. We not even begin to properly describe what happens when the deep-house producer dives into a girl-group classic. You must go there yourself ... and he prepared to burne off the wells with give. The occasion for such a pairing? Columbia's varnery oldies laden soundtrack to the must-see film "Stepewall

Billboard HOT DANCE MUSIC

			NO.	COMPILED FRO	B PLAY
É	PEST MEST	2 100	WAS ON	TITLE	ARTIST
-		14.5	~		10.1***
D	3	1	6	KEEP ON JUMPIN' (COC 59047 1 mm st	
2)	1	7		YOU'RE MAKIN' ME HIGH LAFACE 2-1361/MISTA	◆ TOM BRANTON
7		7		PROFESSIONAL WIDOW ATLANTIC (\$41)	TORI AMOS
	1	1	3	LET THIS BE A PROPER CHEST OF ACAMPON	◆ FOLIO SCES SPINITURE WITH FRELINE TAYLOR.
5)	6	34	1	IF MADONNA CALLS GROWINGOUS CITATRICAN	THITTHM JUNIOR VISQUEZ
1)	10	22	1	STAND UP ONE 12008 SAME	LOVE TRISE
			11	LOOKING AT YOU COLLARDA 78249	SUINSCREEM
(8	10	14	3	CELEBRATE MOONSHIPE MASSC 25429	ELU MAC
3	10	26	1	ARE YOU READY FOR SOME MORET STRETCH	INTHA 12413 PEEL 2 REAL
10	12	12	5	THIS IS YOUR NIGHT TOWNS BOY 725	◆ AMBER
1)	14	20	7	ONE MORE TIME UNGSTREET TOOLS D	NAS OF COLOR FEAT EVELYN "DHAMPNOME" KING
2	7	6	11	REFORE ATLANTIC REARS	PET SHIPP BOYS
3	3	3	12	MOVE YOUR BODY MAN SIGSTRETLY RIVING	BUTTNESS FEATURING YAVARIN
4	3	i	10	LIFT UP YOUR HANDS HATTHEW 2510	ROOUS FEATURING DRAIN TALLMAN
5	16	18	7	LEMTICUS FRANCOT MOUTHUS ATTROMPTION	◆ MESHELL NDEGEOCELLO
	11	10	- 8	CHA CHA USEC 19942	ARMAND VAN HELDEN
7)	30	39	4	YOU GOT TO PRAY CIGHT BALL 99	JOI CARDINELL
	13	13	9	CHAINS (PK 78017	◆ TINA AFENA
3)	23	28	6	WE SOTTA LOVE PULSE-I MYORE	KYN SIMS
9	17	16		LOVE DON'T LIVE HERE ANYMORE NINCHOLD	
1	27	30	- 6	PM IN LOVE MISIC PLANT (1)6	GEORGIE PORGIE
2	28	33	7	SET THE WORLD DN FIRE STOCKHOLININGST	E-DPE
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ų.	20	3	12	ALWAYS BE MY BASY COLUMN 2011	MARIAH CARET
5	21	17	11	FOR THE LOVE OF YOU 141 MYOUTH MITC	◆ JORDAN HELL
()	37	35	5	CRY (NOSA POPULAR 2000)	● LIMBOZA
ñ	34	28	4	KEEP PUSHEN PEPPERMINT JAIK MPORT	SORIS DUGOSCH
2	33	34	- 6	LOVE YOU THE BREAT WAY ASSUUS 2015	BYRON STRICKY
,	18	15	12	YOU KEEP ME HANGIN ON NO SSUIS	◆ PEBA INCENTIFE
	26	25	9	IN DE SHETTO MERCUPY STRONG	BAD YARD CLUB FEATURING CRYSTAL WATERS
n	17	63	1	WOMED LONED MAKES STITLED VAND	◆ ANGELIGUE NOTIO
2	31	43	-		FR PICK+++
2	45	_	2	YOU'LL BE MINE (PARTY TIME) (PC PHOND	ER MICK * * *
3)	13	43	1	WALLESS, ON SURGINE WATER STREET, BATTER	THE MAN BOYS FEMS MAN START AND CHARGE OF CHARGOSIA
4)	46	-	2	STUPIO GRE ALMO SOLPES BROOKSEPPEN	◆ CARBAGE
5	22	13	12	ONE BY ONE ROTRISE 43543	♦ CHER
6	29	23	11	GET ON UP MON SSIZE	◆ X00EQ
7	40	45	2	RHYTHM OF LOVE DOME DIMOGRA 1211	NATIVE WARRIES
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5	35	27	10	YOU GOT ME FOREVER MIN ON	MAYDE MYLES
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* * * HOT SHOT DEBUT * * *

MAXI-SINGLES SALES

SoundScan* ARTIST

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TINA TURNER (Continued from page 25)

originate any album out of Europe. America is going to want to change it. either with remixes, changing the cover, or whatever. I'm happy to have them do that; then they don't have any excuse if it doesn't work "Tina's a huge celebrity in the States," adds the Australian-born, Los Angeles-based Davies. "She's an icon

over there-everybody knows Tina Turner, and she's had a movie made about her." He also points to a highly successful series of dates in the U.S. at the time of the film's appearance, including seven nights at Radio City

to make (for North America).' If you Music Hall in New York and six nights at the Greek Theater in Los Angeles. "But you're only as hot as your current record," he adds, "and radio changes all the time."

"Wildest Dreams" was previewed outside North America by "Goldeneye," Turner's theme song from the last James Bond movie, which became a top 10 hit in the U.K. and many other Euro pean territories last November but failed to reach Billboard's Hot 100 Singles chart and reached only No. 89 on the Hot R&B Singles chart. "That's water under the bridge," says Quartararo. "It didn't connect for a

variety of reasons. But people perceive for the 270-store Virgin Our Price
Tina in an usward momentum."

FM in Leith, Scotland, save, "We target the 25-45 age group, and she's very much a core artist for that age group. She pleyed in Edinburgh recently (at Murrayfield Stadium), and that really has brought her much further back into focus. That'll have a knock-on effect not just with singles but the album as well. which got off to a slow start. After that performance, no one can fault her. She's a bit of a legend, and there's very few of them left.

chain, says of the retail performance of "Wildest Dreams." "Initially, sales James Curran, head of music at Sest. seemed disappointing, and we thought it. was in danger of slipping away. But it's held up really well: it's climbed due to

tour, and now we're looking at a longterm seller," As Turner views the long road that stretches shead for the next year, filled with arena and stadium dates, she says she misses little about the chib circuit on which she cut her teeth as a per-Rod MacLennan, senior chart buyer missed that, I said, 'Are you kidding?' I

GET ON UP IN COUNTY HEAD IS DOWN LOW INDIDDRY NAS TO KNOWN IN IT IS JAKE 42272

ATTEN SWING IT OF GUILTY SASWANGEOK

worked all my life to pack these stages I don't think I want to on back. As for any suppression of retiring, she has learned never to say never again. "I don't know when I'll ever stop record ing," she says, "I still think the time will the activity of the new single and the come when I won't be doing these type of tours, but I'll never trap myself into

R. RELLY FEAT RONALD ISLED

saving. 'This is the last one' again." Wadsworth notes that Parlophon U.K. is considering "Something Beauti-ful Remains" as a U.K. single for November, "There's a whole series of contenders [for future singles]," he

fect's est legs.

Countr*v*



Shown, from left, are Almo Music Publishing VP David Conrad, Harris, Almo GM

Mary Del Scohev, and Harris' manager Menty Hitchoock

John Berry Shows New 'Faces'

Capitol Set Aims To Make Artist More Recognizable BY DEBORAH EVANS PRICE recognize my name and know my voice," Berry says, "But they don't

NASHVILLE-Many country music fans easily recognize John Berry's voice as one of the genre's most distinctive sounds, and they're readily familiar with such hits as "Your Low Amazes Me" and "Standing On The Edge Of Goodbye." But the artist, his label, and his management admit that they are not sure if fans recognize the face, the voice, and the songs as all belonging to Berry. They have plans to chang that identity crisis with his Sept. 17

"Most people know my songs and

release, "Fares," on Capitol,



"If there was more marketing of John himself. feel like he would

be the award-winning artist that I felt like he should have been this past year at the award shows," Kelly says. John's songs have always performed extremely well, and unfortunately, there has been a little hint of [people] not really knowing who it is. They know the songs, but they don't know who he is. And I think he's one of the most phenomenal artists out there president of Corlew O'Grady, says the music on "Faces" should help ruise Berry's recognizability factor, "With this record, John really searched his soul and wanted to cut music that came right from his heart, and what we ended up with was a project that reflected not only the music that is in him but his influences," Corlew says

"[There] are some uptempo, rockin' ngs and some ballads, and (the song) 'I Give My Heart' with the oreheatra was something he very much wanted to do . . . and he went in with a 16piece string section and sang it live. John also cut some songs that were probably more country than anything he has ever done, but it wasn't a forced deal. He wanted to do it. He had a vision for this record from day one. He knew how he wanted to cut it, and you can truly say this is a John Berry project."

Berry says he feels the name "Faces" is appropriate for the album, heeause when he listens to it he can Berry's manager, David Corlew (Continued on page 51)

Glen Campbell Sounds Off On Country Music, Bryan White, Down Under

LIKE A RHINESTONE COWBOY: Glen Campbell remains the youngest-looking 60-year-old performer around, Campbell, who lives in Phoenix and performs at his theater in Branson, Mo., was in town for a few days, so Nashville Scene ankled down Music Row to his offices for a visit. He was playing his Takamine guitar as he ushered us in, and he's obviously still got the chops that once made him one of the most sought-after session players in the business. He will be the subject of one of Ralph Emery's "The Life And Times Of ..." documentaries on TNN, which sire Aug. 15 at 8 p.m. and midnight EDT "I'm not telling the bad stuff," Campbell jokes. The writer and singer says he will start phasing back

his Branson schedule next year. "It's like getting up and plowing every morning," he says. "And I know what it's like to get up and plow. I did 10 shows a week last year. I took the summer off this year because it's too hot and there's not enough

traffie. Spring and fall are good. The best thing about Branson is that all the venues were built for music." He says he's ent. time on album for the UK's Cariton Home Entertain

ment, which will feature op standards such as "Bridge Over Troubled Water," "Ebb Tide," and "Feelings. Campbell, who first appeared on Billboard's country charts in 1962, says that in watching country music's evolution over the past decades, he's struck by how much ings remain the same, "When I did 'By The Time I Get Tol Phoenix' and 'Wichita Lineman' and 'Galveston' and had the TV show ['The Glen Campbell Goodtime Hour'], [and was doing] the pop-country kind of sound, they milked that 'til it just totally went out. Then that ushered in the Urban Cowboy' [sound], and then came the hat acts and they've overdone that. Now it's going to go into the Bryan

White kind of thing. He has get staying power, unlike a let of the people they just stick out there. We're very blessed with Bryan—good looking kid and a good singer. And shot at the [Tim] McGraw kids he's good. But the instart walks it. Look at the pop scene; it has i got down to a best and no chords and no melody-rap. But people want to hear some music. They don't want to hear some conjured-up style. "It's got to come from the heart," be continues. "Other wise, you'll ride the tide and then you won't be around tomorrow. That's one reason I don't want to do Branson next year. I'm fortunate in that I'm able to tour the world. and I haven't been out there for five years. It's easier, too, Go to Australia, up on the Gold Coast, It's beautiful, and there's a huge population. You can go up there to a really beautiful setting, the Football Cigb, stay there for three days. Then [you go] to the club in Perth, do one show, and then go out to play golf." Campbell's TV show, which run from 1968 to 1972, pioneered country music on network TV. He says that two things contributed to the demise of such programming: videos and TV executives. "The networks are just like the record companies. They go in and tell an artist what to do and try to manufacture them. At CBS, they came to me end said to est down on the country acts. I said 'Look the numbers are there. Why do you want to change it? They said, 'Well, we think it's too country.' They don't give a crap. They want to do what they want to do

VINCE GILL holds his annual Vinny charity tournament Aug. 12-13 at the Golf Club of Tennessee here. The event. which benefits Tennessee Junior Golf, will feature such artists as Chet Atkins, Amy Grant, Larry Stewart, and John Michael Montgomery

bu Chet Plippo

Artifex Records has started holding live instore performances by some of its artists at Blockbuster Music here . . . Kather-ine Woods joins the RCA Label Group as VP of legal and business affairs. She was with the Marie Row law firm of Jack, Lyon and Jones . . . It appears that at least 225,000 people attended the Fruit of the Loom All-Star CountryFest '96 on July 13 near Atlanta, making it the all-time est such country music affair.

Nashville jazz label

The Christmas season begins Sept. 17, when Arista and RCA ship Christmas albums. Arista's "Star Of Wonder: A Country Christmas Collection" is a multi-artist anthology. The RCA title is Alabama's second Christmas album Tracy Lawrence will host the 14th annual Academy of Country Music Bill Boyd Golf Classic on Oct. 21 at the De Bell Golf Course in Burbank, Calif. The tourney benefits the T.J. Martell Foundation for Leukemia, Cancer and AIDS Research and the Los Angeles Shriners Hospital for Crippled Children, The entry fee is \$300. Gill will again host the Country Music Asen, arma show Oct. 2 at the Grand Ole Opry House. CBS will televise

the show live . . . The International Bluegrass Music Assn.'s World of Bluegrass Week takes place Sept. 23-29 in Owensboro, Ky. This year's annual trade show, music awards show, and fan feet will include a golf tournament and riverboat ruises. The awards show is slated for Sept. 26 at RiverPark Center The trade show will be at the Ramada Resort and Convention Center, and the fan fest will be in English Park.

Ty England's Second RCA Set Aims To Capture Live Sound

figult tasks for any artist and his or her producer is to create a recording that reflects the energy and nerser ality of a live performance. As he went in the studio to record his sophomore RCA disc, Ty England's goal was to put together a project that more accurately captured his stage personality. With "Two Ways To Fall," due out Sept. 17, England and the team at RCA feel he has hit

"My first record was done with Garth Fundis, whom I adore, but it was more like . . . I would just pick up my guitar and play for you. Until that point, the only band I'd played in [was] Garth's," England says of his years in Garth Brooks' band. "I'd never bad a band of my own . . . A year on the road doing my own performances with my band, I think, partly influenced this

By the time England went into the studio to record his second album Fundis had become head of Almo Sounds, and England began looking for a new producer. With input from BCA Label Group (RLG) chairman Joe Galante, England decided on Byron Gallimore and James Stroad. "These guys created a more live sounding record. I'm real proud of it and bappy with the way it turned out," England says. "There was probably a more limber and loose [atmosphere] in the studio. I think we went in with the idea that we wanted an aggressive album. I felt like that's what we needed. My shows

on the road have been going unbelievably well and have that aggres sive edge. After seeing how the road shows have gone, I went in to make an album like we are making these

Gallimore agrees that the goal was creating more of a live sound. "When

they wanted [the album] to be more like Tv is onstage-more live and happening, like his stage show," he "So it's a little bit different style [of a] record, a little bit more energy

Galante concurs, "His shows have lots of energy and attitude," Galante says, "and the record reflects that. We tried to create that energy, edge, and



attitude on the record so it mirrored what he did live . . . It wasn't just a matter of trying to do what was going to happen for radio. This that energy of

what he does live." England's 1995 self-titled debut introduced him to country radio with the singles "Should've Asked Hea Faster" (which peaked at No. 3 on Hot Country Singles & Tracks in September '95), "Smoke In Her Eyes," and "Redneck Son" (which peaked at No. 44 and No. 55, respectively). "The first album was a very good album," Galante says, "but in eur wonderful radio world, wa didn't have the depth on the radio singles side. We certainly had enough ballads, but we didn't bave [enough uptermo songs] to really his the mainstream marketplace . . . Ts worked his butt off and he did everything he was supposed to do, and

certainly the label did the same

thing, but we weren't able to get over

that hump. Had we had other [songs]

that were as commercial as Should've Asked Her Faster, it may

have been different. So [for] this

record, we made sure we had loads (Continued on page 31)

Billboard HOT COUNTRY SINGLES RETRACKS

CONFIGED FROM A NATIONAL SAMPLE OF ARPLET SUPPLIED BY BROMAGEST OATA SYSTEMS. THATO THACE SERVICE 154 COUNTRY STA-TIONS ARE ELECTRONICALLY MONTIPRED OF HOUSES A DAY, 7 DAYS A NEEK SOMES TRAINED BY HOMER OF ORTECTIONS.

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Billboard. Top Country Singles Sales

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(2)	2	2	3	REDNECK GAMES WARRY BIOS 17/48 JEFF FORWORTHY WITH ALAN JACKSON		10		50	I LIKE IT, I LOVE IT CITE 76%:	TIM MCGR/
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34	10	18	25	TREAT HER RIGHT CURE TION? SAWYER BROWN	0156	cation t	w pie	# 1 m	they units, with multirettee titler indicated by a numeral following the sym-	bol. © 1991, hillboard



ROARING TWENTIES: George Strait racks up his 29th No. I on Hot Courtry Singles & Tracks with "Carried Away," which rises 3-1 with an increase of more than 500 spins. Scott Borchetta, senior VP of promotion at MCA Nashville, says Strait is botter than ever, citing the success of Strait's most recent No. I songs, "Blue Clear Sky" and "Check Yes Or No." as well as the unprecedented sales of the multidisc anthology "Strait Out Of The Box" (No. 50), Berebetta says that the response to "Carried Away" "disinfegrates" the popular theory that ballads receive less sirplay during spring and summer, and he recalls how Vince Gill's "When I Call Your Name" hit its stride in the

warm months of 1990. "When you have a magic song, the weather makes no difference," Borehetta says. The Gill track peaked at No. 2 in the Aug. 11, 1990, issue. "We were still working 'Blue Clear Sky' when 'Carried Away' hit the chart," he adds. "It became a tidal wave that we had no control over

"Carried Away" was serviced to country radio before "Blue Clear Sky" peaked on our airplay list in the June 8, 1996, issue. "Carried Away" entered at No. 73 on May 18, and Borehetta says the decision to ship early came after polling country programmers via fac, "We were cautious about shipping Carried Array' too soon, but radio reassured us that it wouldn't be problematic." "Carried Away" is spinning in beavy rotation (more than 35 plays per week) at 96 of our 158 monitored stations, including WUSN Chicago, KSAN San

Francisco, and WPOR Portland, Maine. MORE BALLAD PROOF: Kenny Chesney's "Me And You" lassess our Piecesetter trophy on Top Country Albums, rising 72-61 with a 16% increase Speaking of the title track from that set, Ken Van Durand, promotion VP at BNA, says Chesney has finally hit rudio with a reaction record. Van Durand says the track (54-47) gained unsolicited album play at KKBQ Houston, where Chesney hasn't enjoyed sirplay support until now. From that early play, Van Durand says, Houston became a leading sales market for the Chesney title, followed by Dallas, Minneapolis, and Okiahoma City. Once the single was serviced to radio, sales began registering in Charlotte, N.C., Nashville, and Indianapolis. Chesney's single is being detected at 95 monitored stations. including KMLE Phoenix, WNOE New Orleans, and KRMD Shreveport, La Meanwhile, Greatest Gainer honors on Top Country Albums go to Charlie Duniels for his "Super Hita" package (Epic), which jumps 54-42. Phil Little, rational sales director at Sony Masic in Nashville, says Daniels' increase is due

to a midline promotion at Best Buy. JOHN B. STETSON: Lyle Lovett (Curl/MCA) is starting to ride again at country radio. Singles from Lovett's "Road To Ensenada" will be worked at country radio by the newly formed Curb/Universal promotion staff (Billhoard, July 6), which serviced a five-sone sampler from the Lowett set to country stations the week of July 22. Gerrie McDowell, VP of promotion for Curb/Universal, says "Don't Touch My Hat" will be the lead single. Airc for that cut is being detected at WYYD Rosnoke, Va., KYNG Dallas, KMPS Seattle, and KYCW Seattle. Unsolicited airplay for Lovett's "Private Con-versations" is detected at WDSY Pittaburgh, WKIS Miami, and KFDI Wichits, Kan.

us, Kan. Meanwhile, KVOO Tubu, Okla., is airing another track from the set, "That's Right, 'bot're Not From Texas." Lowett's album, which now stands at No. 10 on Top Country Albums, bowed at No. 4 in the July 6 issue.

JOHN BERRY

(Continued from page 29) see the faces of all the artists who have influenced him. He cites Charlie Rieb, Kenny Loggins, Charlie Duniels, and Lynyrd Skynyrd, among

Believing it has a record that repre sents the many sides of Berry's talent, Capitol has a variety of things planned to draw attention to the release. A key factor that makes the release different is that Capitol is issuing the CD with

three different covers. "It was my wife's idea," Berry says. She is very innovative, and original ly our idea was to do three [totally] different covers, but marketing-wise, it would be confusing to consumers as to which record they were getting, so they ended up just changing the face.

On one, I'm looking down laughing.

video for the first single, "Change My Mind." "The video has two different endings," he says, "One is a happy ending, and [in] the other I'm left alone. The premise of the video is I'm a wramgler at a horseback riding camp for kids, and my wife is a counselor. All the wranglers are my band members, and all the counselors are their wives or girlfriends, and all the kids at the camp are ours or friends of ours. It was great to film. We had a blast Another key component of Capitol's marketing plan is a special album

Berry says the label is also doing

something a little different with the

(Continued on page 36A)

COUNTRY SINGLES A-7 PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

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one of my favorite songs. It was writ-

(Continued on page 36A)

shooting this fall.

TY FNGI AND

(Continued from page 29) of those commercial records on the uptempo side, and I think we did an

equal job on the bulled side. So it's a very well-rounded statement of Ty as an artist. The first single, "Irresistible You went to country radio July 22 and debuts this week at No. 60 on the Hot Country Singles & Tracks chart, "I like it," says KWKH Shreveport, La., PD Buck Evinger. "I haven't heard a lot of the new stuff from Ty, but what I've heard, I like. We are playing the single already. It's in one of our top two

Dale Turner VP of premotion for RLG, says he and his colleagues are pleased with the single's initial revenn at country radio. Turner says RCA's regional promotion reps used a variety of ways to deliver the single to stations. One regional delivered it in the company of three "irresistible models. Another delivered the single accompanied by a stand-up of Eng land. Photos were taken of the region

als and station personnel, and they are being used in ads and filters to promote the album Turner says the label also plans to draw attention to the album by other means, including tying in with the Future Farmers of America (FFA).

England will perform at this year's FFA convention. In conjunction with his performance. RCA will give away cassette singles to pique interest in the

England's music will also be part of a syndicated SJS Entertainment radio special that will air Labor Day weekend; it is being billed as a "vir-tual barbeeue" radio special. Consumers will also get to hear "Two Ways To Fall" as England tours the fair circuit this summer and fall, "Clubs are wonderful," England says, "but the fairs are where I shine, because that's where the family envi renment is, I'm a dad and I adore my children, and I like to take my music to all age groups."

Associates, and his booking agency,

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ARTISTS & MILS

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THEORY'S A COME, IN TEXAS CLOSEN COMPANY ACCORAGO Igoerman ACON) TROUSAND TIMES A BMF (NCA ACON) Guy Bur SCAN Swey N/Y Circl Neys, RSCAN Swar Swee, AGON) Agency for the Performing Arts, are lining up other opportunities for exposure, including England's first

HI.

SIGNAT NEED RECKET Changing's Streamen's
RCAP Agencings. ACCAP (Street New SME)
WEALIN CINE Stackwood, SNE'D Land, EAR Standards
Refers Coopt, ACCAP Mark D. ACCAP III.
WHARE WILL SUD DO NOTH II. FOR In IMPAGRANCE. acting role in a film set to begin 46 As with all country artists, however, radio is the key, and England, Galante, and Turner all feel there are numer

 March Will, 2012 OF VIEW In Co. No. Mildforms (March Will Str.) (1974 OF VIEW In Co. No. Mildforms (March Will Str.) (1974 OF VIEW IN CO. NO. MILD (197 ous possibilities for upcoming singles off the album. "My very favorite is "Two Ways To Fall," "England says. "It [has] kind of a modern day Don Williams feel to it, and I love it, I think it should be a single. Sure is another

BILLBOARD'S DEFINITIVE DUAL-DIRECTORY TO THE NASHVILLE 615) REGION AND THE COUNTRY MUSIC INDUSTRY NATIONWIDE: Nashville 615/Country

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launch concert from Nashville Sept. In addition to touring, England's manager, Bob Doyle of Bob Doyle and 17, syndicated to radio via SJS Entertainment. Berry will perform the One is very pensive, and one is very

DRI DOADO AUGUST 10 1000

Billboard TOP COUNTRY ALBUMS

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3	3	3	14	GEORGE STRAIT ▲ MCA 13 429 (10 9004-90) BLUE CLEAR SKY	1	-	-	- 00	- 11	* * * GREATEST GAINER * * *	÷
4	4	4	15	BROOKS & DUNN & ARSEA 18832 (10 99/25/99) BORDEFILING	1	(42)	54	50	89	CHARLIE DANIELS • DOC MURCHON IN TO COD THE SUPPRINTS	1 0
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	6	7	40	ALAN JACKSON ▲* ARSTA 19801 (IO 9634 98) THE GREATEST HITS COLLECTION	1	#		59	95	ALABAMA A ICA 66432 (10 90 15 90) GREATEST HITS VOL. III	8
7	7	5	27	TRACY LAWRENCE ◆ ATLANTIC 8096698110 58015 980 TIME MARCHES ON	4	45	44	42	: 77	ALISON KRAJISS A	2
➂	9	10	54	JEFF FOXWORTHY ▲ WHINER BROS 43658 (10.76.35.96) GAMES REDIVEERS PLAY	2	46	4	4	45	BLACKHAWK • ARETA (RPS) (ID SR) 5 NO. STRONG EMOUGH	1
D	12	12	85	GARTH BROOKS A* ONTICE MASKILLE 29689 (2016) 25 98 THE HITS	1	47	31	34	25	NEIL CHAMONO ◆ COUNTED TO THE CALLS THE TENNESSEE MOON	1 3
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11	11	13	35	GARTH BROOKS A" OWNER, NAME LLE 30000 (10 95/25 98) FRESH HORSES	1	44	48	38	106	WILLIE NELSON • COLUMBIA SALANSON CI SI COO SIS	34
12	30	1	8	NEAL MCCOY ABANDO RESCORG DE 19619 500 NEAL MCCOY	7	50	51	53	146	REBA MCENTIRE &* MCA 20006-102 DELEGRAL GREATEST HITS VOLUME TWO	+ -
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20	20	22	24	WYNONNA ▲ CLPS 13990MGA(1898;16-MI) REVELATIONS	2	57	56	51	63	DAVID LEE MURPHY • MOX 130H112 3815 MH III OUT WITH A BANG	10
21	22	21	8	RHETT AKINS DOZDA LIKINAMOA (19.98-15 MI) SOMÉBODY NÉW	13	58	57	64	3	JEFF FOXWORTHY LAUGHING HYDM 2009 (20 08:16:10) LAT	57
22	23	39	15	TOBY KEITH AM MONVLE 533192 (18:08:15:58) BELE MOON	8	58	59	55	15	VARIOUS ARTISTS x 701 622217 9612 960 HIT COUNTRY '96	39
23	26	24	48	FAITH HILL ▲ WARREN BROS 45672 (18 9614-96) If MATTERS TO ME	4	60	60	60	259	BROOKS & DUNN A" ARSTA (MICRO 18 98/15/90) BRAND NEW MAN	3
24	24	25	48	COLLIN RAYE ◆ 670 67068508Y (12 9K EQ15 9K) I THENK ABOUT YOU	5	_				* * * PACESETTER * * *	
25	21	16	8	LORRIE MORGAN INA 6684/MOX 10 9636 98: GREATER NEED	8	(11)		44	5	KENNY CHESNEY (1914 AND STOCK 111: 1815 SH) 223 ME AND YOU	49
26	25	23	51	TERRI CLARK • HERCHY MONULE SOURIE (12 TH EQUI-10-20) TERRI CLARK	13	82	65	69	44	LITTLE TEXAS WARNER BROS 46027 (10 MICS MI) GREATEST HITS	
31)	28	27	6	JAMES BONAMY (No provision) (10 NI 1015 NI) (20 WHAT I LIVE TO DO	27	63	62	11	57	LORRIE MORGAN & MANAGEMENTALIS MALE IN GREATEST MTS	5
28	27	26	12	SAMMY KERSHAW HERCUTY WIGHTLE STREET TO HERCE FOLLOW, FELLIGION AND HER	17	64	58	43	3	MARTY STUART HOMEY TONGENS WHAT LOD BEST	27
25	30	29	123	TEM MCGRAW &* QUIRE 77999 (\$ 96.15 SEE NOT A MOMENT TOD SOON	1	65	5.7	66	8	ALABAMA (CK-6644614 989 98) SUPER HTS	£5
39	32	31	36	VINCE GILL & MOLISHING SIGNING SOUNDINGS	3	66	58	72	3	CLEDUS "T," JUOD AV204 & TE 2525 (12 96:15 96: 1510LE0 THIS RECORD	66
11	33	30	222	GEORGE STRAIT & MOX 10011 GO M/15 FM PURE COUNTRY (SOUNDTRACK)	1	67	63	62	5	TRACE ADMINS CAPITOL INSERVILLE 17222 (10 96 15 96 18) DREAMIN' OUT LOUD	60
22	29	28	1	WILLIE NELSON GLAGO SCRICK DE MUS ME	30	88	61	67	12	HAL KETCHUM CURR 77797 (10 78/15-98) THE HITS	43
30	43	-	-	JEFF FOXWORTHY A	3	89	64	58	44	MARTINA MOBRIGE ◆ PCA 6650915 16415 98 WILD ANSELS	17
=		45	133	NOUNCE 8805 45314 (9.7625 50) 200	-	70	70	63	5	CONFEDERATE RAILROAD ALANTIC AZRILING (10 MICS 98) GREATEST HITS	81
34	36	35	112	VINCE GILL & MOX.11647 (ID 56:15:98) WHEN LOVE FINDS YOU	2	71	73	34	54	TRACY BYRO ■ MOX 11242 (10 98/19 98) LOVE LESSONS	8
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15	20	KENNY ROGERS & CAPITOL PAGENTLE 46106 19 99/15 980	TWENTY GREATEST HITS	
19	25	GARTH BROCKS & CAPITOL HISWILLE SETAS (1) 96.16.50	THE CHASE	
11	18	WAYLON JENNINGS & ROLESON OF SKILL SKILL	GREATEST HITS	П
18	18	JOHN MICHAEL MONTGOMERY & FAUNTE SEASONG (\$ 96.15 %)	LIFE'S A DANCE	Г
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20	18	TOBY KEITH A MANAGOVILLE STANZE IT SEEDELL SHE	TORY KEITH	
21	15	BILLY RAY CYRUS &" WERDURY MASHNELLE SCORES OF SILECULE SEC.	SOME GAVE ALL	Т
22	-	ALABAMA • #04-6629819-98.15-981	CHEAP SEATS	Т
23	23	KEITH WHITLEY & #CA 2277 (9 98 13 98)	GREATEST HITS	
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14 LUIS MIGUEL WALT COME?

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by John Lannert

EXPOSING BRAZIL: CD Expo 96, held July 17-21 at the Riocentro Pavillion near Rio de Janeiro, Brazil, was an smusual, uniquely Brazilian happening that may end up being one of the most important industry events in Latin

America (see story, page 3).

Event organizers Feirus De Amostras Da Guanabarah Eventos Internacionais (FAG) and Innova Produções Artistiess say that 155,000 people attending the five-day event spent nearly \$15 million on CDs and audio/video equipment; Sony Music Brazil alone sold 320,000 units. The first day of the event was open to professionals by invitation only.

FAG (pronounced FAHG-ee) Eventos, Innova Producões Artisticus, and expo participants were not prepared for the consumer onslaught at the expo's inaugural installation. Thousands stood in lines that reached 100 feet. No problem. The CDs were going cheap (as low as \$5), and the unusual blend of sight and sound kept most of those camped out in the slow-moving queues entertained even as the labels labored to replenish fast-moving stock. Many of the showy label stands featured stages where consumers could bump and grind to upstart acts. An exit poll conducted by

revealed that Sony had the mannest stand. CD Expo 96 was particularly beneficial for small Brazilian indies, which found the event to be an excellent avenue for connecting with retail clients, consumers, and potential international customers. Nearly everyone left the expe

with smiles and, perhaps, a slight loss of hearing. That's because the proximity of the exhibition stands

which blared out energetic sounds, to the showcase rooms where recording artists were performing, created a stentorian eacophony that reverberated mightily throughout the massive open air concrete structure. But somehow the overwhelming din was not annoying because it seemed to signal that Brazil's recording industry has found reason to create some noise. Poised to become the aixth-biggest record market in the world. Bruxil is set to step out into the slobal music stage as a source of repertoire. About two dozen sayyy, non-Brazilian record-industry professionals could be seen networking with an assortment of Brazilian

indies for potential deals. Some expect CD Expo to evolve into a Brazilian MIDEM, others point out that MIDEM appears to be on the verge of staging a Brazilian event next year. Nothing has been confirmed.

Certainly, the presence of a large food court, an artsand-crafts section, and areas where artists signed autographs suggested that this expo was organized as much for the consumer as for the domestic entertainment indus-

Event organizers promise to provide more space between stands for next year's event, which will be held in July at Riocentro. The '98 fair is stated to be staged in São Paulo, home to 40% of the Brazilian recording market. Organizers note that industry panels will be held separately from the expo in the future. An extra day for professionals to conduct business is being planned, as well The display space is expected to grow from 40,000 to 66,000 square feet for CD Expo 97, as several noted holdouts from this year-EMI Brasil, Virgin Brasil, and Loins Americanas—have pledged participation.

The extensive, generally positive coverage of the event by the local media helped to boost the expo's image within Brazil. Because of the expo, the domestic record industry has finally established a friendly face with consumers, while selling nearly 1 million units

The Brazilian labels now would like to show how warm (Continued on next page)









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NAIRD

Artists & Music

NOTAS

(Continued from preceding page) they can be with the global record industry. They should get their chance

at CD Expo 97. EXPO NOTAS: If there was any doubt that Spanish-language music is happening in Brazil, all you had to do was hang out at Sony's stand, where music fans bobbed and gyrated to remixed tracks by Ricky Martin and Shakira. Incidentally, during the week of CD Expo 96. Shakira cut four tracks in Portuguese for an upcoming album . . . Brazil is quickly becoming a huge market for dance music of all stripes, no matter the language. And Brazilian spinners are impressive. Unlike their stateside counterparts, who seem incapuble of performing their craft if a rong does not hover around 130 beats per minute Brazilian DJs Nithely serve from pumping house grooves to choppy sambs remaintien to '60s mck'n'roll A Fan Fair-like atmosphere existed at the expo. as Bespilian artists mixed and

mineled with admirers and executives.

Among those on hand were Costano

Veloso, Tim Main, Paula Toller of

Kid Abelha, Zélia Duncan, and members of Legino Urbana.

HAIL CÉSAR: Who is the newly anointed star of Brazilian pop music? None other than MZA/PolyGram's richly gifted Chico César. A native of the northeastern Brazilian state of Paratha who has lived in São Paulo for the next. 10 wars, the charismatic, diminutive performer with the obsrubic demean turned in a magnificent show July 19 at Rio de Janeiro's Teatro Rivai, Supported by an outstanding eight-piece. male/female ensemble that included his wife, César played an enthusiastically received, two-hour set drawn mostly from "Cuzcuz Clü," his label debut, which brims with catchy romantic/sociopolitical pacans set to an infectious hybrid of northeastern Brazilian roots and Caribbean/African cadences. Amstingly, although "Cureux Cla"

has been out only a couple of months.

many in the adoring crowd knew the

words to most of the songs from the

album. In great demand for his song-

writing talent. César has contributed

songs to new albums by Elba Ramalho and Zizi Passi. Mcroover, Daniela. Mercury's latest single, "A Primeira Vista," was penned by César.

RAINFOREST REACHES FRANCE Brazil has not exerted much impact on French record charts since the lambsda craze exploded in 1989. But in the July 27 issue of Billboard, No. 1 on France's singles chart was "Tic Tic Tac" by an act from the northern ian city of Manaus, Carrapicho, The album from which the track was culled, "Fiests De Boi Bum Bà." peaked two weeks earlier at No. 2 on France's retail chart. The set is rooted

in boi best bà, a percussion-heavy genre from Brazil's rainforest that merges regional Indian music and poetry with a percurvive, danceshie best. The odyssey of Carranichu from Manuas to the top of France's record charts is rather unusual. French teen idel Patrick Bruel was in Thoustisra. near Manage as part of a research pro-

ject of indigenous rhythms when he heard Carracieho for the first time. He later invited the band to appear on several TV shows in France and recorded a video of the band with his produc-

tion team. Brue'll label, 14 Productions, produced an album for the band that was put out by RCA France. In just three weeks, the record sold 250,000 units. The single sold 300,000 units Previously unknown in Brazil, Carrapicho and eight other bands that play hoi bum hi have had recordi

released in the country in the last month via domestic imprint Atraelio.

Assistance in preparing this column neuridad hu Eure Primus in Sto Produ





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POLYGRAM TO GO AHEAD WITH SOURCE-TAGGING DESPITE LAWSUIT

(Continued from page 1) for the resolution of issues regard-

ing it and have decided not to go forward with source-tagging at this point."

One reason for delay at Uni is the change in its top executive ranks. Source-tagging supporter John Burns resigned as president this summer, and his replacement, Henry

Droz, had not officially begun his duties at press time. Schneiders says the lawsuit "had absolutely no bearing at all" on the decision not to go ahead.

Sony declined comment, but a source says the distributor still has technical concerns about the application of tags. Sony boxes causectes along with CDs, and some studies have reported that Sensormatic's acousto-magnetic technology degrades the quality of cassettes. Sensormatic says its own tests have

shown that is not true.

WEA's top executives were
unavailable for comment, but sources
say they have conterns about the
cotts involved in sources-agging and
the devices used to apply and actitate the tags.

EMI Music Distribution was the
only one of the six majors that did

Ton New Age Albums

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NO WORDS

BLACK AND WHITE SIX

GUITAR FINGERSTYLE

AN ENCHANTED EVENING

NOUVEAU FLAMENCO A

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HIGHER OCTAVE MUSIC EVOLUTION: 1986-1996

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Billboard

not agree to the August target. Sources say it asked NARM to Indomnity it against possible lawsuits, which NARM would not do. Executives decline comment. BMG also said earlier this year that it would actempt to source-tag by summer. President Pete Jones

declines comment, but sources ago the lawaut has put BMG's plans on hold. Tarpet Stores, which sells music in to 688 discount department stores, and Checkpoint Systems, manufacturer of a competing electronic antitheft technology, filed auit against PDD and NARM, charging them with antitrust actions. NARM reccommended Sensormatic's technolocommended Sensormatic's technolo-

gy for source-tagging, and Target is among the music merchants who use systems developed by Checkpoint or other companies. Jennifer Nissely, marketing project manager for Sensormatic, says, "We're disappointed, after all this time of working so hard to impletime of working so hard to imple-

d ment a program everyone agreed to
start, that other companies would take these actions."

Retailers who use Sensormatic or
were planning to deploy it expressed

FOR WEEK ENDING AUGUST 10, 1996

ARTIST

JOHN TESH

SECRET GARDEN

VARIOUS ARTISTS

OTTMAR LIEBERT

VARIOUS ARTISTS

CRAIG CHAQUIDO

GEORGE WINSTON

VARIOUS ARTISTS

IIM BRICKMAN

DANNY WRIGHT

VARIOUS ARTISTS

VARIDUS ARTISTS

OTTMAR LIEBERT + LUNA NEGRA

OTTMAR LIEBERT + LUNA NEGRA

DAVAD LANZ

JOHN TESH

od from a sational sample of retail store and cack sales reports collected, compiled, and provided by

* * NO. 1 * *

THE CELESTIME PROPHECY: A MUSICAL WOYAGE CHRISTOPHER FRANKE

THE MUSIC OF THE GREAT SMOKY MOUNTAINS GARY REMAL MALKIN

frustration with this latest development in the long-running story. Merchants have sought source-tagging because they incar significant takes costs installing the anti-theft tags on product in their atones and distribution centers and because savvy shopplifters often tear off the tags spaced on the exterior of CDs. If they are inserted at the source—the CD

manufacturer or packager—the tags can be hidden inside. Chuck Rinehimer, VP of store operations for 380-store Camelot. Music, says, "I'm totally bummed. When one company starts doing it, it to start. For me, it would be a gigantic labor savings as well as a gigantic

supply savings."

Camelet and Uni joined in the first
source-tagging test iset summer.
John Sullivan, CPO of Trans World
Entertainment, says, "We'd like to
see it move forward." Trans World
uses Sensormatic in some of its 504
stores and Checkpoint in others.

stores and Checkpoint in others.
The cost of source-tagging will be passed en to the accounts. PolyGram has raised the CD wholesale price by 8 cents to cover its ecets, and Target, in its suit, charges that the increase is unfair because the retailer does not use the Semocrantic system.

The issue of cost is another sticking point in the rollout. Some sources say that 8 cents is too high and that 4 to 5 cents would be a better price increase. This could be achieved, they say, by "fractional tagging," which means applying tage on only

which intends spaying tage on each about half of the CDe or less. Another problem is the clear planter De ray. The tage a paper on the CDe ray. The tage a paper on the part of the compart of the compart of the part of the tage. But is necessary to change the position of the tage on clear trays, he says, and the current equipment is not fully designed to meet that task.

RIAA CERTIFICATIONS

(Continued from page 4)

The Fab Four have the most gold singles of any group in history. Snapping up their first gold singles last month were U2's team of Adam Clayton & Larry Mullen (Island), Crucial Conflict (Pallas) Universal), and 112 (Bad Boy/ Arista).

In other news from the RIAA, the trade group announced new require ments for gold and platinum audio awards, in effect Sept. 2. In the single category, all singles (7-inch and maxi-singles) will count once toward certification. Singles with four songs or less are considered a configuration; there may be several cuts or mixes of the same song. Any configuration with more than four songs will be considered in the album category; only one song per single is eligible for certification. Criteria for shortform album (EP) certifications will be raised to

500,000 units for gold and I million for platinam. These in this category must contain at least five senge. Boxed sets—packages of two or more CDs—will now be referred to as "multidise sets." Each dise in a package counts once toward certification; minimum running time for a

package counts once toward certification: minimum running time for a multidisc set is 120 mirutes. If an enhanced CD is to be combined with album certification sales, the product must contain at least 75% of the sadio content of the regular CD version.

A complete list of July RIAA certifications follows:

Alanis Morksette, "Jugged Little Pill," Maverick Beprise Warner Bros., 11 million. Billy Ray Cyras, "Some Gare All," Mercury Nashrille, 9 million. Marish Carny, "Daydream," Columbia.

S milion.

Bone Thugs-N-Harmony, "E. 1999

Eternel," Relativity, 4 million.

Joan Oshorne, "Relativit Blue Goril-

Joan Outorne, "Retain," Bitte Gorilla/Mercury, Smillion. BlackHawk, "BlackHawk," Arista, 2 million. Gos Gos Dolls, "A Boy Narned Goo," Motal Blade Warner Bros., 2 million.

Alabama, "Alabama Christmas," RCA Nashville, 2 million. Tracy Chapman, "New Beginning," Elektra, 2 million. Celtre Dion, "Celtre Dion," 550 Music.

PLATINUM ALBUMS
The Cranberries, "To The Faithful
Desarted," Island, their third.

Dave Matthews Band, "Crash," RCA, second. Boys H Men, "The Remix Album," otwm, their fourth. Tour Rich Project, "Words," LaFace.

tts firet.
Too Short, "Gettin' R (Album Number Ten)," Jive, his fifth.
Garhage, "Gurbage," Almo Sounds, ste

first.

Brooks & Dunn, "Berderline," Arista, their fourth,
George Strait, "Blue Clear Sky," MCA, his 13th.

OOLO ALBUMS
The Cure, "Wild Mood Swings," Elektra, its seventh.
The Cramberries, "To The Faithful Decarted," Island, their third.

Joe Diffie, "Life's So Funny," Epic Nashvile, his fourth. Otis Redding, "The Very Best Of Otis Redding," Rhino, his first.

Dave Matthews Band, "The Crash," ECA, its second. Boyz II Men, "The Remix Album," Motown their foorth.

SWV, "New Beginning," RCA, its secord.
Various artists, "The Songs Of West Side Story," RCA Victor.
Various artists, soundtrack,

Sale Story, R.C.A. Victor.
Various artists, soundtrack,
"Twister—The Dark Side Of Nature,"
Warner Bros.
Various artists, soundtrack, "Chelens,"

Capitol.
331, "Stl.," Capricorn, its first.
Isley Brothers, "Mission To Please,"
Island, their 122h.
Various artists, soundtrack, "Mission:
Immossible," Island.

Def Leppard, "Slang," Mercury, its eighth. Various actiets, "Billbeard Top Rock 'N Boll Hips—1962," Rhino. Various actiets, "Billbeard Top Rock 'N Roll Hips—1969," Rhino. George Michael, "Oxfor" DreamWorks.

Immutare, "We've Got H." MCA, its second. Billy Dean, "Greatest Hits," Capitol Nashrille, his fourth. Too Short, "Gettin" It (Album Number Took." Jim. his seweeth.

his third

Spacehog, "Resident Alien," Elektra, its first. Brooks & Dunn, "Borderline," Arista, their fourth, George Strait, "Hise Clear Sky." MCA.

PLATINUM SINGLES

Junior M.A.F.I.A., "Gettin' Money," Big

Los Del Rio, "Macarera," RCA, its first. Toni Braxton, "You're Makin' Me High," LaYuce, her first. Quad City DJ's, "C'mon N' Rife It (The Train)." Big Best, their first.

GOLD SINGLES
Adam Clayton & Larry Mullen.
Thome From Mission: Impossible.

Island, their first.

The Beatles, "Free As A Bird," Capitol their 21st.

The Beatles, "Real Love," Capitol, their

The Beatles, "Real Love," Capitol, their 22nd. Junior M.A.F.I.A., "Gettin' Money," Big Beat, its second.

Toni Braxton, "You're Makin' Me High," LaFace, her fourth. Crucial Conflict, "Hay," Pallas/Univernal, its first. "Hart's Why I Love You So Much," Routh/Arista, her third

Coolio, "All The Way Live (Now)," Tommy Bog, his fourth. Keith Sweat, "Twisted," Elektra, his third.

112, "Only You," Bad Boy/Arista, its first. George Michael, "Fastlove," Dream-Works, his eighth.

Assistance is preparing this story was provided by Donalas Reece.

MCA CONCERTS

(Continued from page 4) MCA Canada] less profitable. (The bidding wars) were ultimately hart-

ing the Canadian consumer by way of the ticket price." Marrismo acknowledges that MCA Concerts Canada will now be able to operate more effectively in some parts of Canada, particularly in Quebe. "We hadn't had an opportunity to do any serious promotions in Quebe, so that was one of our primary

One concert promotion firm most likely to be hardest hit by the sequisition is Montreal-based Fogel-Sabourin Productions, Donald K. Donald Productions' longtime rival, which previously had relationships with MCA Concerts Canada and Molson Brewries. Both ties ended in

interests," he says,

March.

"[At this point], I don't know if
we'll be competing or we'll be working in some type of harmony with
MCA on some level," says Ruben
Fogel, president of Fogel-Sabourin
Productions. "That's up in the air
right now."

BILLBOARD AUGUST 10, 1996

Top Jazz Albums. COMPLED FROM A HARDMAL SAMPLE OF REINLESTORES WID PROV. SALES REPORTS COLLECTED, COMPLED. HIS DRIVING BY SOLMED SCIENCE.

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Albums with the greated sales gaves this service. ● Seconding Industry Areas Of America (RWA) certification for sales of 500,000 units. ▲ BIMA certification for sales of 1 minition with with each additional million indicates by a numeral fradewing the system. A incurrie variable in crosseste and CO. **Moterian indicates while revisible in crosseste and CO. **Moterian indicates while revisible.

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Artists & Music





by Jim Macnie

DATA: Well known for its deft way of offering global scends. Shanachie has ventured into lazz from time to time. Two new dates please two distinct audiences. Chuck Loeb's "The Music Inside," with high-visibility guests Michael Brecker, Michel Camilo, Eddie Daniels, Will Lee, and Nelson Rangell, is likely to impress contemporary jazz radio programmers (and their target audiences). The breezy sound of voices, reeds, flutes, and sorta-sambas is geared to seduce those

aiready taken with the style. Pianist Billy Childs' "The Child Within" is a much more pleasingly complex affair. Here's modern mainstream swing that blends intrepid arrangements with superb playing. Clever takes on "Lover Man" and "Alone Together" mix nicely with well-conceived originals. Childs has always been a compelling player, but "The Child Within* finds his invention at a new level. It helps that he's surrounded by the best: Dave Holland, Terence Blanchard, Steve Wilson, and Jeff Watts all make the moves sound authoritative. (Don't miss saxophonis) Wilson's brilliant new "Four For Time" on Criss Cross.)

Nomad Records-a new imprint run by Music of the World Ltd.-had a little help from WNYC New York on July 14. Pereussionist Glen Velez was a guest on John Schaefer's respected "New Sounds" program, performing live in the studio and explaining the particulars of his style. As he does on Nomad's new "Handdance elez improvised on frame drams from Ireland and Egypt. Like the record, it was entrancing . . . The pow, pow, pow you'll soon hear in the record store is the new Blue Note releases hitting the racks. The label is loaded for summer titles by veterans. Included in the lineup are

dates by four sax virtuosos: Greg Osby's "Art Forum (due Aug. 6), Jackie McLean's "Hat Trick" (Aug. 20), Javan Jackson's "A Look Within," and Sonny Fortune's "From New On" (both due Sept. 3) will sugment the horn's history. The Osby disc is made with acoustic instruments, as opposed to his hin-hop ontines of late Trumpeter Marcus Printun's *Unveiled' is due Aug. 6

Dises by two Blue Note newcomers are also slated. Superb manist Michelle Rosewoman debuts with a live trin date. "Spirit." on Sept. 3, and flutist/saxist Jame Bunnett will release a date with Cuban pianists Frank Emilio. Jose Vitier, and Carlitos del Puerto. It hits on Aug. 20. Who says pop and tazz don't mix? R&B diva Toni Braxton shares her stage with Kenny G this fall; dates begin in September. Charlie Hunter, whose new "Ready Set . . . Shango" (Blue Note) has converted quite a few fusion fans to a deeper sort of improv, is currently on the road with Tracy Chapman . . . After a Musician magazine dual interview by journalist Chin Stern, trum et kingpins Doe Cheatham (91 years young) and Nicholas Payton (22 years old) have decided go into the studio together for Verve. Psyton's "Gumbo Nouveau" is still rolling for a newcomer (5,000 copies sold so far, according to SoundScan). His ensemble hits California this month, playing Los Angeles Aug. 22 and Santa Bar-

bars Aug. 23-24. Journalist/musician David Greenberger wants peo le to know about a new World Wide Web site on the Internet that plays with the famous "Great Day In Harlem" photo. Wayne Bremser of San Francisco has turned the still into a clickable map so you can pinpoint individual faces of the artists and get names and buck ground info. The address is http://www.beatthief.com/ great day . . . Blowing sessions come and go, but when George Garzone's "Four's And Two's" hats on Sept. 10, there'll be lots of talk about brains, firepower, and esprit de corps. For his second disc on the NYC label, the ston saxophonist has hooked up with a longtime pal Joe Lovano. The advance music suggests that this is a blistering date, and the presence of Loyano-Down Beat mag's artist of the year-is sure to bolster sales for Gurnone Me decomme it

VEGA UNVEILS 'NINE OBJECTS OF DESIRE'

Continued from page 141

leave no doubt in the listener's mind as to what it is Waugh says he is particularly keen

on "No Cheap Thrill," the funky "Casual Match," and the lilting Vince DeLeon-buyer at Harmo-

ny House, a 38-store chain based in Troy, Mich.—says, "I expect this to be a highly successful album. We did extremely well with '99 9' F' and well at Harmony House. The quality of her songs always shines through We're just hoping for a tour. She hasn't been to Detroit for way too

long. Vega played U.S. dates Aug. 2-Saturday (3) with Sarah McLachian and will appear at the Newport (R.I.) Folk Festival on Saturday (10), She will then tour major U.S. markets in

the fall and possibly go overseas early next year A&M international marketing director Martin Kiersmethaam ago: "Nine Objects Of Desire" has ample

potential worldwide. "From an international perspection Surrane Vores's corner started with 'Marlene On The Wall,' " the lead single from her first album, "That was a huge hit in Europe before Laka' broke in the States. It's rare for American reportoire to break in Europe and then come back. In that respect, we've always considered Suzanne Vega one of our key inter-

Bush or Green Day, it's great to play national artists." an artist like Suzanne Vega. You Kierspenhaum also points out that

Vega's "Tom's Diner" broke in Europe when German production team D.N.A. released an album of remixes of the a cappella song from "Solitude That opened up new fans for

Suzanne, and they converged on '99.9' E'" says Kierszenbaum. "This album is a combination between the and the immediate melodic sensibility of 'Solitude Standing.' In addition to Europe-where Vega

recently did a promotional tour-the artist has sold well in South America. Southeast Asia, and Australia, according to Klerszenbaum, "We've got a pretty good scread in terms of her fan base internationally," he says, "There's no market she's underperformed fin) in the past."

Vogu's active presence on the Internet will also help A&M market the album internationally, according to Kierszenbaum. The artist's official World Wide Web site is touting the upcoming release

Vegra says she is easyer to release the moored and moremo has life as an artist "I was having a little trouble getting back into the swing of things because of the birth of my daughter. It took a while for my brain to start functioning," she says, "I really have to make an effort, because otherwise I just get caught up in what's happening in the household "I used to just travel by myself,

and now I'm part of a triangle. It's a constant adjustment. But I figure that's the way it's ening to be from now on, and if we have any more chil dren it's just going to be that much more chaotic. And I'm just going to learn to tune everything out and say, 'Go away, I'm writing.

Explaining the album's enigmatic title, Vega says, "In every one of these songs there's an object of else or someone desiring me. And there are different types of desire, so I added them all up and there were nine. I thought of lying and calling it 'Seven Objects Of Desire' or calling it 'Twelve Songs About Desire,' but then I thought it would be more accu-

rate to say it was nine. Unlike many singer/songwriters. Vega is willing to help fans interpret

material "I like to feel that I'm communicating, and with my songs it's not aiways easy, so I'm honestly trying to make it as easy for the listener as 1 she says. "I'm not trying to be willfully obscure; I'm just trying to make it right. I don't think I should just sit here and go, 'Figure it out yourselves.' It's good to have information to try to help somebody out Vega's songs are published by Waifer Songs Ltd. through Warner

Music Corp., administered by

stein of AGF Entertainment and

ASCAP She is managed by Ron Fier

booked by Premier Talent. BALFOORID AUGUST to 1900



ASIAN BREAKTHROUGH

Girl-Next-Door Has Had A

Slow, Steady Rise To The Top Of The Canto-Pop Pantheon

By Geoff Burpee

HONG KONG-It's a magical night. Floating like a sprite on a soap bubble, Cass Pang emerges through a center-stage trapdoor, Peter Pan-like on a pair of fine, ceiling-bound shoulder wires. In the 10-minute interval since her last number, the Canto-pop artist has donned what will ultimately fan out into an articulated, 40-foot- high wedding dress, the lower 35 of which consist of yards of sheer material and several hundred white balloons. Amidst a shower of applause, the sold-out Hong Kong Coliseum crowd responds with an appreciative "Waaahh!"

Under these conditions, it takes a certain poise to deliver a flawless ballad, dripping as it should with unrequited longing and youthful alien-ation. But EMI's Pang pulls it off winningly, demonstrating the seasoned aplomb that has made her the current No. I female recording artist in the hearts of Hong Kong's demanding, often fickle, Canto-pop lovers. Of course, this is Hong Kong: Pang's stomping ground and epicen-ter of a Canconese market which she currently holds in the palm of her hand. The next step is a biggie: 500 miles east lies the prize, Taiwan, the traditional route for Cantonese pop stars whose high profiles in Hong Kong mean they are ready to take on the larger Chinese pop market. Break through the barriers of international recognition, wisdom holds, and a Chinese market stretching from Kuala Lumpur to Liverpool, from Beijing to Boston, awaits.

In Tapper to promote her latest Mandarin-language release, "Jailbird," Pang is working hard to build on her strengths. "It's a little bit different from what I do in Hong Kong," Pang says of working Taiwan. "This is only my third Mandarin album. I guess the people in Taiper are not as familiar with me as the people in Hong Kong. Here I treat myself more as somebody, well, not exactly as a sequences, our different from the way I am seem Continued on term 4193-2

Post-"Boom" Shaggy Builds On Hit Tour While Color Me Badd Sex **Up For New Disc**

HONG KONG.—The beauty of the global market is that chances are son where, somehow, someone is bound to be on your wavelength. Right

now, for the soul quartet Color Me Badd and reggae dancehall singer Shaggy, that place is Asia. Color Me Badd is a perfect example of a band willing to

do the necessary work in the region where its latest ballad-rich album, "Now & Forever," has a natural market. For the group, signed to Revolution Records (formerly Giant) in the U.S., a threeweek promotional tour earlier this summer packed in as much television, radio and showcasing as a band can muster across seven countries, taking in the entire region save Thuiland and

i-store appearances to Continued on page APQ-2 Color No Bad

PACIFIC TRENG WATCH

Hong Kong.

Retail And Record Labels Negotiate An Edgy Detente

Growth is slow as both parties ask, "What's in it for me?"

By Geoff Burpee

HONG KONG—It's a chicken-and-egg thing. As more Asians buy more music than ever before, Asia's regional music retailers find themselves negotian ing an edgy detente with record companies over supply of product—a supply line that retailers in turn argue will further expand those markets. But, while demand for music is growing across the region, an increasingly crowded, competitive and multi-tiered market means Asia's music retailers are having to work harder and find ways to act smarter to bolster ainst shrinking margins.

Wight levels of piracy, break price was sand, implaces like Hong Young and Continued on page APQ-4

BILLBOARD AUGUST 10, 1996

asia pacific Quarterly

JARTISTS&MUSIC

o new Singapore techno CDs are among the first locally remixed releases from this market, further affirming the Lion City's role as a regional hothed for the genre. "Pla Ecstasy" and "Beyond Progression"-by the Sungrays and The Progression Team respectively-further demonstrate a graroots commitment by local techno label Valentine Music Productions. Eric Woon, 29, and Yauhan, 26, are the prime movers behind both DJ crews. "It's basically a response to the many DJ compilations coming from the West, such as Ministry Of Sound," says Woon. Three mure Singaporean-remixed releases are expected this year.

EMI Malaysia has penned a five-year deal with former Sony diva Aishah. With six solo albums behind her (including one. "Janji Manismu," which EMI reports has sold 250,000 copies), EMI sees Aishah as "an artist of stature and talent" whose flagging sales can be resuscitated. Calvin Wong, marketing director of EMI says, "Her [current] album sales do not do justice to her popularity, considering certain songs of hers are staples on radio." A new sulo album is expected by year's end.

PolyGram's edgy Canto-pop diva Faye Wong is credited with opening up the Chinese market to more alternative styles and away from straightforward Canto-pop with her Cranberriesand Bjork-affected tunes. For her current album, "Grumpy Wone will have distribution stretching as far away as Brazil, the company reports. Two tracks from another of Wong's major influences, the Cocteau Twins, are featured on the album including the tune "Serpent Skirt." That track was released as a CD single earlier this year and features some added vocal sounds from Wong. Chunky, upfront bass lines and jangly guitar chords combine with Wong's ethereal singing on "Grump in a mix that seems ripe for a commercial breakthrough. And the Cocteau Twins are expected to produce Wong's next album. As the first Australian independent publisher in Asia, MMA Music devised a marketing strategy that included a monthly compilation CD of material, serviced to artists and producers in the region.. It paid off, with Celine Cheung, Tracey Huang and Alex To recording Sting songs, and Taiwan-based Sarah Tsui working on an entire CD of Foreigner material. MMA similarly intends to work the David Bowie, Patti Smith and Joe Jackson catalogs, acquired in May through New York management com-pany RZO. "If your cover is a hit single, nine times out of 10 you'll get karaoke and film synchs," says managing director Kim Frankiewicz of the region's potential. "There is also great scope for advertising synchs." Plans are for Australia's Jenny Morris

and Andrew Farriss of INXS to collaborate with regional writ-A bid to foster local alternative repertoire finds EMI presenting Cradle: an alternative band that sings in Bahasa, Malaysia's most widely spoken dialect and one of the country's three offimost watery spoten disect and one or con-cial languages. Marketing director Calvin Wong, who describes the band as being in the mold of Nirvana, says. "They've not all the band as being in the mold of Nirvana, says, the prerequisites of an alternative band today. They are a good live band, and they have the ability to write songs," Live gigs will be the route to establish a core audience before springing the band on Malaysia's radio listeners. The fourth album from Korean recording phenomenon Kim Gun-mo, "4/Exchange," punched through the 800,000 sales mark with a bullet in its first 10 days of release last May, Kim, a versatile singer whose stylistic range encompasses reggae, dancehall and other genres, already holds the national record for album sales; the artist's last eponymously-titled album sold in the neighborhood of 2.6 million copies, according to his

record company The Korean industry is watching to see whether dance band Roo'ra-which left the scene in disgrace after a songwriting plagiarism scandal three months back—can regain its former gl One of the honest local artists of 1995, the four-man Roo'ra has returned, asking for the forgiveness of fans, amid fresh plans to release a new album recorded during its recent self-insposed exile overseas

PolyGram Far East's fledgling alternative label, Musician, released a tribute album featuring 14 local acts-including Canto-rock stalwarts Auodize, Black Box, Endeavour and others-performing the songs of Hong Kong indie artists the Tai Ming Pair. Musicium's first release was a solo project from artist "Tats" Lau, one half of the legendary pair. With this new release, PolyGram VP of regional marketing for Chinese pop. Alex Chan, hopes the Musician label will foster interest in Hong Kong's indie heritage and provide exposure for the slew of parscipating bands in the process. Chan says he was pleased to fi the album "selling quite well" after a few weeks' release and a reunion concert to back up the product. "For this kind of album, it was a pleasant surprise to see it sell 12,000 so quickly, Chan says.

BREAKTHROUGH: CASS PANG Continued from page APQ-1

in Hong Kong. I have to keep introducing myself in each interview. They hear news from Hong Kong, and they know I'm doing well there, so I have to spend quite a bit of and sing live whenever I can."

time here. I have to appear on every program THE USES OF CANTO-POP AND MANOARIN Since 1992, Pang has recorded in Mandaria

once a year, but has found it difficult to crack Taiwan. Her Cantonese track record in that time-four albums her label says have moved strong and steady 150,000 units apiece (though mostly in Hong Kong)-has been the model for a rising female singer. Soon, larger markets beckoned, and Pang was honor-bound to answer the

We look at the market regionally," says Gary Chan, man aging director for EMI Music in Hong Kong, "Most often, we have to break an act outside Hong Kong to make an impact with sales. We use Hong Kong Canto-pop records to establish the artist's name and status, and for market penetration we use Mandarin records

"It depends on how you see it," Pang says, "Some of the other people in this field, they usually develop different regions at the same time. When they have the time, they do a new place. I treat Hong Kong as my base and my home. I see it as a very important place. I spent most of my time developing there so I can develop one place."

Born in Hong Kong, educated in Australia, Pang first recorded in Hong Kong on Rock In, a Golden Pony label, where she cut a less-than-successful English album in the early '90s. Signed to EMI in early 1992, the artist renewed her contract with the company at the end of last year. Since joining EMI, Pang has released seven albums—four Cantonese, three Mandarin-and experienced a slow, steady rise to the top of Pang only behind PolyGram's Jacky Cheung and Rock Records' singer-songwriter Emil Chau. "She is improving her



numbers with each new album," says Chan. "Even in Mandarin, Jailbird' shipped larger numbers than total sales for her last album."

COVERING ABOUL AND HOUSTON Scoring hits with covers of songs such as Paula Abdul's "Rush Rush" and Whitney Houston's "Run To You" established Pang as a voice to be reckoned with. Chan says that now the singer has moved with the market to develop her Chinese repertoire, covering

Mandarin songs as well as carefully choose the Cantonese songwriters she wants to work with, minimizing her reliance on internation-Randall Lipford of Hong Kong's Blue Max Productions recalls doing arrangements for a 1994 Cantonese Pang album. "I like working

with her because I just love her voice; it's great to work with a great voice. Being a foreigner in Hong Kong, I find myself comparing Cantonese artists with Western artists; for Cass Pang, that was not the case," says Lipfurd. Mahmoud Ramjahn, who produced that work, agreeswith a caveat. "She has a great voice, and a long way to go. But she has to brush up on her Mandarin," says Ramjahn, now A&R director for Warner Music Hong Kong However, Chan says Pang's voice wasn't necessarily all good

news in the early days. In the emotive, image-driven stakes of the Canto-pop idol's world, a well-trained, professional voice doesn't always strike the right chord Before, Cass was raught in the middle a bit between

the clarage from pure idols to artists who really display Continued on page APO-8

Billboard's Asia Pacific Quarterly was namen by Far Fass Bureau Chief Geoff Burpee in Hong Kong with reporting and contributions from Corbert Wall in Taycan, Alexandra Nuvich in Malaysia, Cho Yoon-Jung in korea and Philip Chesh in Singapore.

ASIAN TRAIL Continued from page APQ-1

meet the fans took on a whole new meaning in Malaysia, where the band put in an appearance at a Kuala Lumour lingerie store whose customers have monthly get-togethers to check out new stock. Still doubt that CMB is serious In a consummately Asian promotion days earlier, at the Westin Tokso—a favorite for Japanese newlyweds—the group

crooned accapella for a bride and groom as part of a promotion set up by the hotel, later broadcast on national televi

pen," says Chen Shen Po. label manager for BMC Music Entertainment Inter

"We've been to Asia about five times now," says group member Kevin "KT" Thornton, "We first came in 1991. and it's been a very important place for us; we're starting to get to know some of our fans by name out here. They're bending over backwards to make this hap-

national Asia-Pacific. "The last couple of albums did really well, but it's been about three years, so they have to re-acquaint themselves with the market." In every one of these countries, CMB is gaining major TV exposure, heavy radio plus, video rotation on MTV Japan, MTV Asia and Channel V. local and regional press, "the works," says Chen.

EXPANDED TOUR ITINERARY

It's nothing new for purveyors of softer sounds to focus at least some of their attention on hallad-hungry markets in Southeast Asia. But while the rewards are great, getting an album off the ground in Asia requires more groundwork, and acts like CMB have been increasingly committed to putting in the time to market their product. Three years ago, the hit single Controved on page APQ-5



We're not just visiting

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asia pacific Quarterly

MERCHANTS&MARKETING

Compilations, Cold-Tablet Tie-Ins And A Tour Guide's "Trot" Sell The Region's Sounds a star. The effort has paid off for Sony, which signed up e-pak-

ne of Korea's biggest business conglomerates, Samsung has reorganized the existing NICES and Orange record labels under the name Samsung Music in a move to become a major player in the international music and entertainment market. Classical releases will be put out under the name of "Samsung Classics." The move will capitalize on the

already strong international recognition of the Samsung name. The company's first international release, under a campaign dubbed "Sonic Project," is a solo album by Teddy Andreas titled "Innocent Loser" on the Samsung label. To develop the local market, Samsung Music will establish an audition system for new talent. The company will also continue its involvement with event and concert Strong summer performance by premium pop-hits compilations such as "Now2" (PolyGram/EMI) and "Max" (BMG/Warner)

assures a future for the concept in the region narricularly now that the niche has sustained sales in the heat of competition. Those two titles fought it out market-by-market in Asia in May and June, when an aggressive push included high ship pung numbers. "Now2"s initial shipment for Malaysia alone was 100,000 units, although "Max" has reportedly outper formed its competition at retail. Local television coverage and in-store displays helped rack up impressive sales volur Emboldened by the success of their "Now" series of international repertoire hits, EMI Music Asia further bolstered their sition in the compilations market with the launch of a new

Chinese pop-hits series, whose strong brand identity is but-tressed on TV ads and in-store displays by a computer-generated, fire-breathing golden dragon. "Branding is so important to the performance of a compilation series," says EMI Music Asia president Lachie Rutherford. "With the new series, what we've built with our international repertoire with the 'Megahist' and 'Now' series is being applied to our Chinese.

KOREAN BUS STOPS IN JAPAN A Korean marketing push is on for an unlikely success stor

an album by a former tour-bus guide titled "e-pak-sa" Bhongjak Encyclopedia," which has charted in Japan Bbbongjak is a native style of popular singing featuring waver-ing notes and syncopated rhythms. Also known as "trot," Bhongiak is usually the preserve of elderly tourists, who like to stretch their bus-weary limbs to it in the aisles when on holiday. In Japan, young fans are making ex-tour-guide e-pak-sa

sa with an eye to developing local talent for overseas promo-tion and used promo stands in Wave and Tower stores to drum up interest.

In Singapore, where Island/PolyGram's "Mission Impossible" soundtrack is a summer hit, cross promotions

with successful films reflect the growing desire to tap music sales from the lucrative motionpicture business. "Since box-office takings for films are still robust, it's only logical that record companies work closely with films to drum up sales for soundtracks," says Eric Yeo, managing director of PolyGram Singapore. Pop-rap stars KRU have started their own on-dance" label, KRU Records, along with EMI Malaysia. Calvin Wong, EMI's marketing director, says, "It's a joint venture; it goes deeper than a distribution deal. It's a way to increase repertoire. KRU are experts in the

non-dance rategory, and the label will reflect

that." There are already two acts on the label

14-year-old female singer Tim, and all-girl



In Malaysia, single releases for selected acts are now retailing at almost half the price they did two years ago. Where companies like Myriad once parallel-imported singles to fill a "niche" demand, the majors are cutting profit margins to enable a lower retail price for singles. One record exec even said that this was to discourage parallel imports. Though most label executives agree that singles will never be a mass-market item, they also see them as valuable promotion for their major

"It will eventually help sell the album," says BMG general manager Asiz Baliar. BMG has gone so far as to manufacture a single for Dr. Alban, which sold 8,000 units. Baliar hints at singles releases for more local artists this year. Sony marketing and A&R director Darren Choy comments that singles would also serve an existing demand without running up any promotion al coats. "When it comes to Mariah Careyand Michael Jackson," he says, "all we have to do is is put them on the racks Canto-pop song-product tie-ins continue apace as Warner Music Asia signed a deal to promote Canto-pop artist Karen Tong, using the song "Flu" from her latest abum as the narrative structure for a 60-second spot to sell Coltalin cold tablets. Another up-and-coming Warner artist, Daniel Chan, has a track from his debut album working to promote Vitasoy drinks in the territory.

Billed as Asia's biggest record store outside Japan, HMV's 25,000-square-foot Tsim Sha Tsiai location in Hong Kong repre-sents that chain's aggressive scance on the territories' retail scene. It's now over a year old, and HMV has since not seen fit to attempt the experiment in any other Asian market, to date, three Hong Kong stores represent the chain's regional total. **CAUTIOUS WATER-TESTING** Demand for the strengths that megastores trade on-deep catalog, broader variety of styles and, necessarily, a much higher

ful to watch what stage of development that market is in before

we do it

degree of international repertoire-is less than uniform across the region's seven distinct markets. After taking the risk in Hong Kong, chains like Tower (though expanding in South Korea), which was the first on the Hong Kong scene in 1992, and HMV are more reticent to test the waters in other markets. Changing those conditions will be a slow and uneven process Lack of access to product, according to HMV's Kong, is the major hurdle to expanding in Taiwan. More realistic for the chain is Singapore, a small but sophisticated market where Kung says the HMV model could be applied successfully. Kung lists these two, and South Korea, as the company's list of possibles in the medi um term; elsewhere, HMV is adopting a "wast and see" policy.

Increasingly, the alternative to multinational chains is not all mom-and-pop shops either. Local chains, fueled with investment from tobacco companies, electronics firms and, in the case of Hong Kong's KPS Retail Stores, a home-entertainment software business, are muscling in with plans to expand their operation from their present 30 to 36 stores in Hong Kong in 1997.

LARFLS AND STORES CLASS Recent expansion in Taiwan, with three of a planned 12 stores

already in operation, affirms KPS's aspirations to go regional.

Along with that ambition comes the reality of expanding into the complexities of Asia's local markets. "We are being aggressive, but it's difficult; we can't get the products we want to stock our stores with," says Garrie Roman, managing director of KPS, of his firm's Taiwan venture. "The record companies in Taiwan have pretty much come to us and let us know, 'You're pretty much not on our agenda; what you want to do is not a purt of what we want to do. 'h's a funny relationship," says one industry observer, "On the one hand, record companies are benefitting from what HMV and Tower are doing-you can't deny the music market is growing as a result of retail initiatives—and fully support it. On the other, the record companies' desire to grow the market at their own speed clashes with the HMV philosophy of providing the broadest range of choice. CHAIN-SMOKING LINK

Throughout the region, many local companies have long been developing hybrid, homogrown versions of the megastore concept. Onre a hodge-podge of mom-and-pop stores, Maksysia first saw chain activity in 1990, when cigarette giant Salem intro-duced the superstore concept. Like a scaled-down Tower or HMV, minus the deep catalog, Salem Power Station had all the physical space, video-screens and in-house DIs. But initially it served no niche demands, merely stocking the same product in a bigger space with more interesting decor. Today, with rumor of Tower and HMV coming into the market, Salem says it has plans to stock deeper catalog in its half-dozen superstore with two more stores stated to open in the Klang Valley by year

Darren Choy, marketing and A&R director, Sony Music, observes, "In terms of music (in Makrysia), everything is linked to Salem. Not just because of their involvement with music-software retail but with concert sponsorship. This gives them an overall musical identity. Another local company, Music Valley, with seven years' whole-

sale experience, has plans to go nationwide. Terence Thum, sales exec for Music Valley, claims it will add a dozen outlets by year end to its current 20 outlets across the country, all with a wide range of Chinese repertoire. Herbert Sunil, sales supervisor for Salem Power Station, seems unthreatened by Music Valley's nationwide scheme. "We target

the urban, more affluent crowd, not the mass-market, nation-wide," Sunil comments. "There's room in the market for both of "The market is growing, but it's not growing that fast. If they

are talking about a dozen new stores, they will have to steal

PACIFIC TREND WATCH Continued from page APO-1

Taipei, stratospheric rents-not to mention the cost and invento ry headaches of servicing the increasingly sophisticated tastes are combining here to slow the much-vaunted growth of the multinational megastore. The retail explosion promised by the entry of companies like Tower, HMV and others has been temperred somewhat, as large chains continue to grow selectively looking long and carefully before they leap, in all but a handful of "The degree and the stage of development of the industry is

much more varied, so much less developed, in any of these mar-kets—Hong Kong, Taiwan or Thailand—from that in Japan or the U.K. or the U.S.," says Philip Kung, managing director, Asia. Region, for HMV. "The role of the supplier, the media, the consumer, it's all very different. While we want to build a lot of stores in each of the markets we're involved in, we also want to be care

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asia pacific Quarterly

BREAKTHROUGH: CASS PANG

Continued from page APQ-2

technique," says Chan. "She is a very good technical singer— but, earlier in her career, she was criticized for singing too for-

Chan says that the help needed to play on the singer's strengths arrived in the form of EMI artist, singer-songwriterproducer Eric Moo. His efforts to bring out the best of Pane's voice with original Chinese reperiore yielded 1994's "Let Me Go With You," a 180,000-seller still on EMI's Hong Kong bestseller list. It firmly established Pang's ascendency to local star-

Then, after three years of singing in Cantonese, Pang corded her first Mandarin album. After working hard to get the Cantonese sound down, the question arises: Was she

COMING S

happy with the result?

"Not really," says Pang, "I think I was worrying too much about diction and pronunciation, and also I didn't have the chance to communicate with the producer. He gined what he wanted me to do beforehand, so what was in front of me when I came in to sing was a finished prod-

uct. I feel I didn't participate enough.
"Still, at that stage, I didn't feel I could do much more; I didn't know anything about the Taiwan market. So I just did what they thought was best for me, I'm not saying anybody did anything wrong, but if I knew more at the time, I think my progress here could have been made one album earlier. My contribution to the Mandarin albums is not as much The biggest reason is that I spend so much time on my Cantonese albums, every time I do a Mandarin album, it's such a rush. Every time, EMI in Taiwan is saying 'Where is the album?' I don't have the time to develoo the album the way I

do with the Cantonese ones. "When I hear other people's albums—especially in the himese market, but also in the international market—I doo't feel they put enough time into their sidecuts [album tracks] It's as though they know which ones will be sidecuts. I find it

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a bit disappointing when you spend so much money on an album and there are only two or three songs you want to hear It's impossible to please everybody, but I want people who buy my albums to get value for their mone

"In Hong Kong, I force them to make as least 12 to 15 songs each time, and then 1 get to choose them. We waste a few songs each time, we actually throw them out without using them. I really think that's what makes my albums sell well. Of course. I was lucky: I made it work the first time, and now they'll let me do it

I enjoy recording, but I have only enjoyed singing on stage in the last two years; before that, I didn't know how to enion myself. Then I figured, as long as the stuff is selling, 'OK, what can I do to make this work?'

COMFORTABLE WITH 100L-HESS

In a market where press image can make or break a career, Pang has managed to cultivate a "girl-next-door" image that has endeared her to her public while leaving her largely inured to such hollow glamour, which suits her just fine." reason I started singing is very simple: I love music. I love singing," says Pang, "I didn't want to be a star, or an idol. I am an ordinary person, I just have a voice that maybe others don't have, so maybe that's what's different about me

'I'm a very lucky girl. I meet producers, lyricists, song ers, arrangers who are extremely talented. If I didn't, I'd be just like anybody else. At first, I wasn't very comfortable with the idol stuff, but now I look at it from another angle as well. I wasn't an idol from the very beginning, so people see me a an idol because I'm good at singing. I can live with that."

ASIAN TRAIL Continued from page APO-2

(I Wans To) Sex You Up was a big regional his for the band, particularly in places like the Philippines, Indonesia and Malaysia. Now the act is trying to re-establish contact with Asian fans and sir up enthusiasm for the new album.

At this stage, says Swart Rubin, VP of A&R and marketing for BMG Music Entertainment International Asia-Pacific, the region is "very important. They love the music here. The last

allum was very big in markets like Indonesia, and the way they're working at it, I think the album will be very big here." BMG's Chen says the group has received strong radi sure in Hong Kong, Indonesia and Singapore. In Malaysia, BMG set up a one-hour TV special with the band on the coutry's national television network, TV3, says Rosmin Hashim BMG's marketing director. The label also has included the northwest Malaysian city of Penang on the band's itinerary Though it is unusual for an international group to include smaller cities on such a tour, Hashim says, "We believe that

CMB has its fan base everywhere, and we wouldn't want to limit promotions to just Kuala Lumour. The band's song "Sexual Capacity," released internationally in July is featured in the new Demi Moore film "Strintease." The track has an accompanying video clip that may tread a fine line in Asian markets with a less permissive culture, but, Rubin

"If we're careful, there shouldn't be any problems CMB's Thornton echoes that view. "With the new single could Capacity,' we have to be careful. When '(I Want To) Sex You Up' first took off here, it was a surprise. We were very con cerned about the sex element here because we knew it was going to be controversial. At the time, the only song openly about sex on the radio was George Michael's 'I Want Your Sex.'

So we had to be very careful then; for our live show in Indonesia, they said we couldn't say the word 'sex'-so we let the audience sing the chorus," he says This is a new beginning for us here," Thornton continues

"Last time, we had different management, bad management. The second album didn't do as well as we felt it could, for lack of promotion. This time around, BMG are doing a good job; we're staying busy, but they're not packing our every moment so we don't have time to sleep."

SHAGGY'S LEVI'S FIT PERFECTLY For Shaggy, this spring marked a first visit to the region by

the EMI-Virgin act and brought very positive results. "The shows were great," says John Possman, VP of marketing and A&R. EMI Music Asia.

Back when the album "Boombastic" had its first crack at the international market, few would be stirred by the news that Shaggy's biggest impact remained in America followed by the U.K. But the fact that his third-best market as of early 1996 was Malaysia raised a few evebrows. The record sold 160,000 units

in Makryita alone, big for a reggae record anywhere. "They had in Marryan asone, sig for a reggate record anywhere. They have planned in advance on coming to several of the markets, but it takes so long to plan a tour like that," Possman says. "By the

time they were ready to go, Malaysia had exploded."

The success of "Boombastic" was attributed in no small mea sure to Levi's jeans and the global ad campaign that paired Shaggy's danechall sounds with a Claymonton television spot. "The Levi's thing contributed a lot to the success of the record," Shaggy says. "It's a dynamic record in itself, though. It



went to the top in America without the Levi's ad, but it certainly helped. They fit like a glove."

In each territory, Levi's had in-store tie-ins. The most elaborate in Korea, considered of most conferences prime up with

In each terruncy; NewY stills in-store tic-tiss: I are more easierate, in Korea, consisted of press conferences typing up with Levi's headquarters in Singapore Shiggy was also for statured in the still of the statured in the still of the statured in the still of th

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"The record was released a long time ago. Similar teeps in Europe and the U.S. are insule with the release of a single. In that region, it's different; the is-up came after the song land been through a cytle in the market; they jumped on span with the riesp. Were to be market; they jumped on sapin with the riesp. Were loping to do the same with [British dance act] [bablyon Zoo, with LeVis signs].

DATES HARD TO COME BY

The response also visa trung in Indicates and the Highligues, and was On. In Tallaullo All. Deleters that a Highligues and was On. In Tallaullo All. Deleters that a Head the recent hash. "It is was a part earlier to herea. It could not be the can expolere the Fin Foundary was the the early-level to the theory of the earlier than the three trade of the tourise challenges of thinking regionally insign enter-the and tone of the unsince challenges of thinking regionally insign the earlier than the

"I think everything a going ready well". Be says. "Now, it is used just the ener only has huged in not be ever accreasible sough as the control of the every accreasible sough about this artist is the very credible free show, a los heasier thin people expert. I think we want to jump on Mail Prior these collaboration with Stages." That Carl was released in June]. Same as the same shage, it is a stage of the same shage of the same shage, it is a stage down and the same shage, it is each a sanged down and good to a stage down and good to a stage down and good to a stage down and paine banging. But I got a still tend of the same shage it is all tiled was based good and as a dark enter a like the mean for the same shage it is all to do we have a fine the read of the same shage. If the same shage is the same shage is the same shage in got a still tend of the A. I did was basis all sade a a late mere after the same shape in the same shape in

PACIFIC TREND WATCH Continued from page APQ-4

Salem's customers. They have an advantage because of their wholesale relationship with record companies," says an industry

TOWER AND POWER IN KOREA In South Korea, the lirst store to break the mom-and-pop par-

tern was Syn-mara Records, which opened in 1981. At the time, the 1,775-square-foot store, located on the busy inner-city thoroughfare of Chongro, was touted as a record department-store and the biggest in the nation. Now Syn-mara has eight stores, one each in the major cities of Pusan, Taegu, Kwangju, Taejon and Inchon, and three in Scoul, including Apkujong-dring (19,300 square leet) and Yongsan Electroland (15,300 square feet).

Other big record stores in Korea now include Power Station, in the basement of the Midona Department Store downtown, which opened at the end of 1904. Jower Records has three stores in Korea, two in Seoul and one in Targu; all have opened in the past year. Another store is in the works for Pusan, the country's second-largest city, scheduled to open by the end of the year So far, Tower is the only foreign retailer to enter the market, but, as Korea is Asia's second-largest music market and the 12th biggest in the world, industry sources see it as only a matter of time befire others move in. Virgin has reportedly signed a contract with tape maker Saehan Media and will be setting up a store soon. Other chains, such as Rainbow, also from Britain, and Japan's Wave, are studying the market as well. This trend is causing major changes in the industry. Syn-nara's

PROGRAMMING

Tri-Lingual Radio For Malaysia, Censorship Exemption In Korea

ustralian R&B outfit CDB (Create Dream Believe) has ustralian R&B outlit CDB (Create Dream Believe) has the distinction of being among the few antipodean arts to I make an impact in Korea, with its Sony album "Gide With Me"—and they've got television to thank for it. The band's success in that country is due in large part to its appearance on "Open Concert," a program featuring live clas-sical and pop performances wached by nillhous of Koreaus-each Sunday night. CDB finagled a spot on a special June 1 show to celebrate Korea's joint hosting, with Japan, of World Cup 2002. Held at the Olympic Stadium in front of an audience of 100,000, the show was CDB's biggest ever. Also per-forming was hot-selling U.S. R&B trio Solid. Singapore-based Channel KTV has confirmed its first regional distribution deal in Taiwan. The deal is a 50/50 joint venture with ERA International Ltd. to distribute the service in Tarwan, ensuring that the channel reaches more than 200 cable systems, or 3 million households, over 60% of Taiwan homes. As a significant percentage of Channel KTV's programming originates from Taiwan, the deal will have an immediate market. John Sharp, Channel KTV's president and CEO, explains, "In Taiwan, dual-language TV programming is very popular-where the viewer selects either Mandarin or Taiwanese audio tracks using the MTS button on their remote control. We simply took this principle and applied # to music television." The company hopes to confirm its distribution deals in Hong Kong and China this year. Malaysia's second commercial radio station-after Time Highway Radio-Rfm 98.8 now identifies itself as an adultcontemporary outlet, sargeting 18-to-44-year-olds with tri-lingual programming in Clinese, English and Mal-with a 50% Chinese output

Isgulation remains intact. An amendment to the law, panced through the Namical Ascembly is mostly ago and panced through the Namical Ascembly is mostly ago prior screening by the Poblic Performance Eline consinter, a practice criticated a highly sulgerity and credit. In the past, any sing deterred to contain resiminent effect on the most offer of forces ayouth could be harmed effect on the most offer of forces ayouth could be harmed for broadcase or side. Followinger Ching Fae-poin Ref the forces of the past of the property of the property has reducible the most defents Storija and Boys, whose some "Side Vagam" ("Shame Off The Times"), resistent has a most control of the property of the property of the groups of the state of the property of the property of the groups of the state of the property of the property of the groups of the state of the property of the groups it has allow as a mercurate of the property of the groups it has allowed as a mercurate of the property of the groups it has allowed as a mercurate of the property of the groups it has allowed as a mercurate of the property of the groups it has allowed as a mercurate of the property of the property has allowed as a mercurate of the property of the property has allowed as a mercurate of the property of the property has allowed as a mercurate of the property of the property has allowed as a mercurate of the property of the property has a property of the property of

ship of their material-although for foreign acts, existing

TVBE, the entertainment arm of TVB, has been purchased by the Soath China Morning Past, in a more whose reverberations are being fielt throughout the Hong Kong-based cegional broadcasting empire. Industry sources says high-level staff defections at TVBE-owned Capitol Radio are afterer tesul of the ownership change, with imminent format changes in the

Malaysis national broadcaser, TVS, aired BMCs trademark artists showcase—boally dubbet the "Unplugged series—as it continued ance in June with female pap singer Ziama. Zian at the 2000-00-ext Life Centre in the Malay capital of Kaula Lampur. The concerts usually involve arrises such as Ame and Search. This time, BMC presented the concert with premotional heavy recigit Salem and IT V nation ITV to three added weight belief and part performance. We were sith TJS subsidient the current production costs we had been see before, was BMC marketing divertor Roman Balains.

of a controversial law that had allowed government cemor-Cheeng pums out two price-cutting and diversification of produce. Power Station last spring legun cutting consumer prices by as much as 5% on both local and intermediant apreparities. Spring such as 5% on both local and intermediant apreparities, 1990, and to hat our wholesale prices by up to 30%, which is paused one to the product of the control of

Korean artists have been officially freed from the fetters

WAR IN SINGAPORE

Prise-centling and price-olis- are also prominent in Singapore, where the reads some remains like and soli. New releases from Billburd's top-10 chart are now resulting at an abbase has of Billburd's top-10 chart are now resulting at an abbase has of the solid control of the solid control of the solid control of the prise of the solid control o

Large result claims are expected again to report heavy losses for the lost financial year. Meante-life, intoxic result addes for this year's first quarter have disped. As one result assists points out, the stump in general department-soor resulting is due to "lack of differentiation of goods and escalating operating costs—rents are high, and operating costs are going up."

Other local retail chains expanding rapidly include Thailand's Grammy, the local-repensive grant that controls up to 40% of sourhest stare. Grammy was justiced in the market in September 1994 by Japanese retailer Tomaya: the two formed a joint venture along with Japanes record resulter, Shimseido, and have since expanded to three Banglook ondels.

The bit question, Ohioa, remains a "future prospec" for regimal retaines. Long-term potential in markets like India, the Philippines and Indocesia are, for now, on the back learner, as hig attentional rectainer doed with the grodenes indicered in the lew markets they've chooses to enter to date. How effective they will be at picking those locks in the presence of well-funded local retail chains remains to be seen.



BILBOARO ANGUST 10, 1966 APQ-9

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Artists & Music

Classical



bu Heidi Waleson

THREE LADIES: Can the 3 Tenory' magic bullet work for three more-or-less unknown soprance? Tibor Rudas thinks it can, so on Sept. 5 in Los Angeles, he'll give us the 3 Sopranos. They are Kathleen Cassello, Kallen Esperian, and Cynthia Lawrence, all, not surprisingly, Pavarot-Competition winners, young, telegenic, talented, and

probably not brosely expensive The production includes a 3,000-seat outdoor amphiti ater with an 80-foot proscenium, to be specially built in front of the Century Plaza Towers. The concert is to be televised in December on PBS and recorded by Atlantic Records—the folks who did the second "3 Teners" discfor an October release. The recording will be personally

to produced by Atlantic Group boss Ahmet Externa. Atlantic and producer Rudas are banking on a splash repertoire, with

opera aria stan-

Broadway operetta.



extras like a trio of gowns designed for leen Cassello each of the three ladies by Oscar de la Renta, Carolina Herrera, and Valentino. After all. when you've got pretty young women to showcase, rather than three aging gurs, why not go all the way

MONEY FOR MUSIC: Maybe some of that 3 Sepranos money will ultimately make its way into music training now that Time Warner, parent company of Atlantic, has become the official sponsor of the Aspen Music School, beginning with the 1997 summer season. Time Warner, whose classical music operation comprises the Erato. Fin landia. Nanesuch, and Telder labels, has niedred \$400,000 to the school over three years, colminating in the Aspen Music Frotival's 50th anniversary in 1999. It is the largest single contribution from a corporation in the history of the Aspen Music Festival and School,

Each summer, more than 960 students from all over the world come to Aspen, Colo., to study with renowned teachers and musicians and enjoy extensive group and solo performing opportunities. Aspen artists associated with Time Warner's labels include Nadja Salerno-Sonnenberg, the late Jan DeGaetani, Dawn Upshaw, and David Zimman, who becomes music director of the school next summer. Gerald Levin, chairman/CEO of Time Warner, praises Aspen for its mentoring and teaching, as well as it munity of educated classical music listeners." He says Nurturing both performers and audiences is critical if

classical music is to flourish as a thriving component of our cultural heritage Robert Harth, president/CEO of the Aspen Music Fes-tival and School, says, "We salute Time Warner for leading the industry with such a major commitment to music

education. BRICKS AND MORTAR: Some arts institutions must not be suffering too much: The Washington Opera is going to transform a former department store in downtown Washington, D.C., into an opera house, to open by the year 2000,

now that it has a waiver from the soning board. The company purchased the store for \$18 million; renovation and construction costs are projected at \$115 million. Plácido Domingo has become artistic director of the company so it seems likely that the company will attract

plenty of attention and a few extra bucks. FESTIVAL TIME: Formal black-tied and unsmiling symphony orchestra musicians have long been cited as a visual turnoff for the uninitiated audience member, but they are nothing on Reigakusha, the Japanese gagaka ens ble that recently played the Lincoln Center Festival in New

These performers of court music—who play Japanese lutes, zithers, flutes, mouth organs, and drums-enter in line, dressed in full ceremonial regalia. They sit at the same moment, face the audience, and betray to facial expression whatsoever. Even their exit turns are choreographed at exact right angles. Their music is equally austere, a challenging and seemly exact juxtaposition of silence and sound in which the ferocious peals of the horizontal flutes and the rancous force of the reed instruments seem like animals that have been turned to fingertip precision through some

How different in spirit were the charming Thang Long Water Purnets from Vietnam, in which farmers, children. dragons, and kings in puppet form glided and least through water, relating folk tales and showing scenes of everyday rural life. Though their extremely complicated movements required absolute control by invisible purpeteers behind a bamboo screen, the overall impression was one of lovous freedom.

JOHN BERRY (Confirmed from page 31)

offrom live "It takes a performer like John Berry to pull this off," Corlew says. Berry is well known in the industry for hea ability to deliver exceptional liveperformances. A couple of years ago. be gave a memorable performance at Country Radio Seminar's New Faces Show, and on last year's Country Music Assn. Awards [show], he performed 'If I Had Any Pride Left At All with just Capitol VP of sales John Rose says the album's launch will include a vari ety of activities. "[Senior VP of pro-

motion) Bill Catino and our promo department put together a flyaway promotion in 30 key markets for contest winners to win a trip to meet and see John and his band in a concert setting," Rose says, "SJS will be doing a satellite hookup of their live perfor-

There are also plans to engage retailers in the campaign, "Because John has such a strong sales base in the south central and south Atlantic istates), these are the markets we're

We're going to do retail parties enlisting the help of the store managers and district managers in all those markets with all the major accounts. We'll kiels those off around street date. Then we'll kiek off a two-week in-store tour including retail, radio, and media in all those markets. The main objective there is to help impact the street-week Berry, who is booked by Creative

going to kick it out of," Rose says. Artists Agency, says he plans to tour the fair circuit this summer; in the fall given away at retail contests.

Additionally, CMT will be a source of prime exposure, as Berry is scheduled to be its featured "showcase

debut on Sept. 17 TY ENGLAND (Continued from page 31)

ten by Hugh Prestuced. Everything he does just blows me away. Backelld er's Prayer' is falsol one of the songs I like a lot. It tells a very real-life story about what a lot of people are feeling these days."

England hopes this new crop of songs will take his coreor to the next level, but he has no regrets about his debut album. "My first album was exactly what I needed," he says. "I be will perform at theaters and festivals, among other dates. Berry will also gain exposure through his endorsement agreement with Takamine Guitars, which will provide guitars to be

artist" in September.

wasn't the guy who wanted to come out and sell 6 million records on my first albam. I don't picture that being condurive to a long career, which is more of what I went. I want to have nice. strady growth. I don't want to compare myself to George Strait, but to have that type of career-one that just doesn't seem to die-that's what I'm bosing for

Songwriters & Publishers

Alexia Baum: Purveyor Of Film Songs

Int'l Exposure A Key To Windswept Pacific Exec Now that she is soliciting in the field the once toiled in, Baum conced There was a lot I didn't know, such as what's involved in licensing and logic-

BY IRV LICHTMAN NEW YORK-Before joining Windswept Pacific Music's film and TV department in 1992, Alexia Baum was, as she puts it, "on the other end of the By that she means that she worked in film and music production at TriStar



by the Rolling Stones, or other performers of successful sones they could be tire budgets on that one song." Baum, who was named creative

to her responsibilities as managing director of Gallo Music U.S.A., the giant South African publisher for director of the film and TV department which Windswept Pacific acts as a subin 1995, is credited with getting her ompany's copyrights an airing in such

Warner/Chappell's Heine Settled In U.K. Job After 13 Years In Germany

■ 8Y NIGEL HUNTER

LONDON-After completing a year as managing director of Warner Chappel Music U.K., Ed Heine says he has become arclimated to the differences between the U.K. and German markets. Heine previously headed the company's operation in Germany for 13

"It's a contrast to my German experience," he says, "Both markets are competitive but are very different in local terms. Creativity here is at a very



high level, but the competition factor has reached a situation which has convert probleshops profit margins to be substantially Herne is Ameri ean-born and first

came to Europe when he was drafted into the American Army. He returned to the U.S. to obtain a degree in English and journalism after his Army service and then came back to Germany after working as a musician and then a program director at a radio station. He started his music publishing career 24 years ago when he joined Warner Bros. Music in Munich. Heine notes that there are a number of major markets where record comnames tend to put out records assess. ing derivative of what has gone before. By contrast, he finds the U.K. market resssuringly innovative. But the competitive pressure is constant where

writers are concerned, and retention periods and the publishers' share of yalties are getting smaller. Still Heine doesn't regard the scene as total ly driven by money and lawyers There are some writers who still prefer to make their choice about a publisher based on other things apart from money," he says. "Our creative We like to think of ourselves as a full. service publisher creatively, and we also do other things that support our writ-

Heine refutes the oft-expressed notice that a multirational condenses. ate like Warner/Chappell cannot always he individually writer, friendly because of its sheer size and its large number of

"The majority of writers don't have the benefit of large creative staffs that we have or the strong international sup-port we can provide," he says. "Warnen/Chappell makes money because we have a big, successful cutalog, and we can consequently afford to employ the very best people in the business to the advantage of our writers."

Asked about a perception in some sarters that Warner/Chappell U.K. has been comparatively quiet since he took office, Heine replies, "We've been recognizing some things, but the level acqually have abrays been loss profile. and I believe that publishers should accept that they work best behind the

Like his contemporaries, Heine is concerned about the implications of new technology with regard to proper licensing, policing, and payment for "Unity of purpose is essential in deal-

ing with these matters between publishers and the rights societies. We may go about it in different ways, but we most have the same clear objectives in our sights. There is always room for more cooperation. Heine is an enthusiastic advocate of co-writing as a fertile means of crosspollination between Warner/Chappell

writers locally and internationally and between its writers and others signed o other publishers. He recognizes pronounced differences in the song markets of the world; for instance, techno is still dominant in Germany but not in the U.K., where repertoire is more varincluded more visite are taken. But he is confident about the forces books of the The usual pendulum effect continues," he says. "The song's coming back -if it ever, in fact, went away:

motion pictures as "Dead Man Walking" (which included "The Quality Of Mercy" by Michelle Shocked), "Nixon," "Die Hard," "The Birdcage, "Waiting To Exhale," "Forrest Gump, "Pulp Fiction," "Natural Born Killers," Batman Forever Bourn-who has to find exposure for

Gallo and other foreign sublicensed music publishers, such as London-based Mute Music-says that placement of foreign copyrights in U.S. productions has taken a decided upturn. After she was given responsibility for U.S. exploitation of the Gallo estalog in 1994, Gallo has seen its profits double in film and advertising usages. Baum points to Gallo music in "The Air Up There," "Celtic Pride," and "Cry The Belowed Country." The Gallo song-writer roster includes Miriam Makeba. Lucky Dube, and Mahlathini & the lahotella Queens. Gallo is also involved in copyrights that appear on Paul Simon's "Graceland" album, to which Boum gives major credit for creating a ripe elimate for foreign copyright expo-sure in U.S. film and TV projects. Another source of enthusiasm for

foreign material, Baum says, is the creators of works. "A lot of directors contestes They are listering to passenge. more is I radio stations and like the idea of being on the cutting edge of things Housewer this is all problematic if it's a big film, and they want [songs] that are popular. This means that we might get music in the body of the film itself rather than songs on soundtracks. Bourn, who coordinates her activities closely with Windswest Pacific presi dent Evan Medow and senior VP/GM Jonathan Stone, says usage of foreign repertoire is stimulated by other avenues of exposure, such as the Billboard charts that survey top-selling songs in world music, reggae, and blues. "This tends to legitimize the music," she says. Basm's Gallo connections, she notes

mirror ber musical tastes. "I grew up listening to Miriam Makeba's 'Pata Pata,' a Gallo convright. As part of the work I did for the Los Angeles Blues Archives. I did a documentary on blues singers, but my association with the Archives became so time-consuming that it started to take away from must Baum says that Windswept Pacific has a 'booming London office and a mother office in Tokyo (the company is owned by giant Japanese entertain ment conglomerate Fujisankei), and they keep us supplied with current music." For example, from London Windawept has the Spice Girls, who have a No. 1 hit with "Wannabe," and from Tokyo, it has Pizzicato Five, whose

music was used in "Pret A Porter" and "Doom Generation. Mute Music gives Baum film-song fodder in alternative, industrial, and techno directions, with trucks by such artists as Nick Cave, Barry Adamson, and Traci Lords. Their songs have been heard in "Batman Forever," "Virtuosity," and "Dumb & Dumber."

represent by which Windowed Parif. shend catalog. Townshend, she says, is 'interested in film involvement.'

NO.1 SONG CREDITS

MACARENA (BAYSIDE BOYS NC) + A Rome

NOT COUNTRY SINGLES & TRACKS

CARRIED AWAY - Steve Bogard, Jeff Stevens - Warner Tamerian SMI, Rancho Belta/SMI I CAN'T SLEEP BABY (IF I) * R. Keft, Seth Son - Zomba/SMI, R. Keft, SMI, Sony, ATV

NOT RAP SINGLES ELEVATORS (NE & YOU) + Andre Berigemin, Avivant Petron + Chrysolini ASCAP; Great Book NSCAP

HOT LATIN TRACKS

OUE PENA ME DAS - Marco Antonio Solis - Mos Latin SESAC

BMG Publishing Buys Half Of Koka: Nashville Finding Songs On The Net

BMC'S STAKE IN KOKA MEDIA: BMG Music Publishing, which continues to holster its holdings in rec duction music, has bought a 50% stake in Koka Media, said to be France's largest production music library Earlier this year, BMG Music

bought the remaining half interest it did not own in Sam Trust's Los Angeles-based Killer Tracks, while in 1994, it acquired U.K.'s Atmosphere Music The company's production music

associations, including its in-house setups, fall under the BMG Music banner of Library Ventures. BMG Music also has a joint venture with Zomba in Germany and owns music libraries in Italy, Hong Kong, Spain, and South Africa. Koka Media-formed in 1985 by

Frederic Leibovitz, founder of paz ent company Cezame-Argile, and Jean-Michel Gallois-Monthrur has a catalog of more than 10,000 works and a client base of 2,000. Among the projects that have

Alfa Romeo, Citroën, Kodak, Yves St.

Laurent, CNN, and Apple. Koka's

music is represented in 25 countries.

and there are fully owned subsid-

Koka Media also has a back cuta

log of pop songs by French artists.

including a 1981 European hit, "Words," by F.R. David. Last year

BMG Music created France's BMG

Music Vision film/television section

and, earlier this year, the Comman-

World Wide Web site on the Inter-

net has been established in Nash-

ville to meet the song needs of the

Shaw in Nashville, "SongNet.com"

provides, according to its sponsors, a "highly secure, password-protected

Set up by Jeff Chase and Garth

BMG Publishing France.

music industry

jaries in the U.S. and Germany,

pelgns conduct

ed by Chanel

Words & Music made use of the ings are films PROPERTY. Claude Chabrol and Luc Besson and cam-

by Irv Lichtman

spected, befty, 1,687-page tome, finetune it a bit, and add 1,500 more songs, and you have got the Enevelopedia Of Proper Mosic In Ameri ca-1888 to The Present.

site" that offers a library of song

clips. The songs can be heard in real

time using Progressive Network's

ReslAudio 2.0 format, with a search

engine that can be customized by

users to find songs or groups of

According to Shaw, an independent

ublisher and former road manager

for Kenny Rogers and Sawyer

Brown, providers pay a \$100 start-

up fee, \$11 per song, and \$25 per

month. Users pay \$250 for a license

for each terminal, Several Nashville-

based publishers are on the system.

including Patrick Joseph Music.

McJames Music, AMR/New Haven

Music, and Millhouse/Sheddhouse

Music. Chase is a songwriter/out-

lisher who owns Charley Pride's

omeback hit, 'Just For The Love Of

The site can be viewed at http://

A 'NEW' PRESENT: Take a re-

www.songnet.com

The update of the original 1991 onevolume effort is published by Facts on File Inc. and sells for \$189 list. It is available only as a set. More than 20,000 songs are surveyed. The researcher and writer is music industry veteran and musicologist Robert Lissauer

CORRECTION: Peter Mintun is the name of the pianist eited in last week's item about solo pop piano

stylings. The Koka Media deal was negoti-PRINT ON PRINT: Following are ated by Stephanie Barlow, GM of the best-selling folios from Hal NET RESULTS: A privately run

Leonard Corp.: 1. "The Hunehback Of Notre Dame," soundtrack. Silverchair, "Frogstomp."

Alania Morissette, "Jugged Little 4. Hootie & the Blowfish, "Cracked Rese View 5. Ossis, "(What's The Strew)

BILLBOARD AUGUST 10, 1996

Studio Action

Allen Sides Sets Sights On Nashville

L.A. Studio Owner Combines Vintage, New vintage Neve 8078 boards joined togeth er. Sides has a similar board at Ocean The second-largest room, which will

house the Sony Oxford, is a 38- by 57-

foot space with two large isolation

booths. It will serve primarily as a mix

room, though it is capable of being used

for tracking and overdubbing.

Way in Hollywood

Having long operated a studio empire in Los Angeles that caters to the elite of the industry, Ocean Way and Record One owner Allen Sides is setting his sights on another bastion of recording:

Sides is approximately one month away from opening a multiroom complex that promises to be one of the prepagerfing maces

tage gear in the form of a customized, 96-input Neve 8078 and Sony's Oxford console, considered a leading-edge digital mixing system. Sides says, "We're pretty excited about Nashville. Where I come from, we like very big, large live oms-something that was lacking in Nashville—so there was this very big, great old church and rectory building on Music Row" The total surface area of the facility is 18,000 square feet, according to Sides. Of the three main rooms, the largest is

80 feet by 50 feet with five isolation.

booths and 30-foot ceilings, according to Sides. The large room will contain

Ocean Way Nashville's C room, which mier facilities in a city replete with top will feature a contom API console is a large, living-room-like environment Ocean Way Nashville will boast the with a fireplace," according to Sides. best of all worlds; state-of-the-art vin We tried our best to keep the Goth ic architecture intact, so we kept the elements we thought were interesting and expanded on them," he says of Ocean Way Nashville. Although the Nashville studio culture is reputed as being insular and even inhospitable to outsiders. Sides says he

has no reservations about setting up shop in Music City. 'We have a lot of Nashville clienta who come to Ocean Way to mix, and they've been saying that they think it's great that we're opening up down there. There are some very well-run studies in Nashville and I'm friends with most of the owners and very familiar with the

Sides adds that Ocean Way will pro vide "an element that will only help raising "the overall level" of the record ing business in Nashville, "We'd like to do orchestra and rock sessions, and we would love to bring scoring to Nashville," he says. The Nashville operation might have materialized sooner had Sides not been

Sunset Boulevard and the two-room Record One in Sherman Ouks. "We completely redid a room at Record One for Michael Jackson to do 'HIStory,' and at Ocean Way, we rebuilt Studio B and Studio 1, which is the largest room there. But now, I'm devoting my full effort to Nashville. Before it became Ocean Wax, the building at 6050 Sunset was the old United Studio, a thriving facility since the '50s. In 1960, a neighboring building at 6000 Sunset came on board as Western Studios. Together, the two stu

busy refurbishing and expanding his Los Angeles rooms, which form the seven-room Ocean Way complex on



Turkish Studio Owner Looks To Up-And-Coming Market ■ BY ZENON SCHOEPE ment the 8048 studio for large orches

ISTANBUL, Turkey-Music recording and audio post-production do not figure prominently on the list of things for which this city is famous, but that is changing as this country gears up with state-of-the-art capabilities. Much of this increased activity has been attrib. dies exped by Bill Putners were uted to Imai Studios as the most known as the United Western complex. advanced multiformat facility here. Throughout the '60s, legendary Imai was founded in 1979 by Cemal (Continued on next page) Novan, who has a background in the film business and a strong personal desire to put Turkey on the man internationally. The facility is unusual in that

it is strong in its audio and motion picture capabilities by combining leadingedge music and post, featuring an SSL MS G+ with Total Recall and Ultimation and the only SSL OmniMix between Europe and Bombay, and a wealth of picture and computer graphics technology in one building in the business district of Istanbul.

Noyan has always wanted to be a major player in the international recording arena In Turkey, we are responsible for bringing quality to the market, but in two or three years, there will be at least 10 studios like this here," he says. "If nobody forces things, nothing happens,

and that's particularly the case with Middle East people-it's in their nature. They're happy to do the work they are in, but they don't look further afield. With Imaj, we are forcing them to respond.

'It's curious that in the music market in Turkey, a studio can have success with a recording but instead of sneed. ing that money in the music market they buy a house or a car—they should reinvest," he continues. "I've set a precedent with Imaj, and the others will have to invest as well." Both the SSL 8048 and OmniMix rooms were designed by Andy Munro with full surround-sound capacities ssing Dynasdio Acoustics monitoring The 8048 room has an associated 1,592-

square-foot studio area sugmented by a Studer 48-truck digital recorder, Studer A820 2-inch, Fostex G16, Fostex RD8 modular multitracks, and Fortex Foundation digital sudio worksta-The OmniMix board is located in its

own THX film mixing theater. Howe er, the board can be wheeled to one side to allow the theater space to be used as an additional recording area to supplethe 8048 room if necessary. There are tie lines throughout the complex, facilitating the mobile approach. There are five other sound rooms beasting two Yamaha ProMix01s, a DDA AMR24 board, a Sounderaft Sap phyre, and a Mackie eight-bus console all linked with Fostey Foundations DAWs. These rooms are designed to meet the demands of music production. sound effects design, and dubbing. With the OmniMix. Novan has seared up for the impending arrival of surround sound in Turkish bomes as well as for the associated need for for-

tral sessions, and it can be wh

eign-language dubbing. Nothing happens in Turkey in steps; everything always happens sud-denly," he says. "In the U.K., they had only one private TV channel for years before they added another. In Turkey, all the channels come from satellite There are now 17 of them, and it only started five years ago. Turkish Satel lite naw the area between Austria and China as a very big space which was also a very free and open market; nobody bad yet told these viewers

which hamburger they should be eating or which sods they should be drink ing! It's a boom market you're looking For the long term, Noyan believe obal broadcasting will be controlled by the major channels by 1998. He

expects that in turn a massive foreign Isnguage audio requirement will devel Imai also has equipment rental, pub

he relations, and film production divisions as well as a music company... Irrai Music-which is involved with an album series that focuses on the influence of Armenian, Jewish, Greek, and Kurdish cultures on the cosmonoliture makeup of Istanbul. Noyan is a strong believer in the

wer of music as a unifier of people and claims that he has always thought internationally. He believes that Turkey's geography is one of its best selfing points Turkey is 66 million people, and [there are] 300 million more in Bosnis.

the former Yugoslavia, Bulgaria, and Russis," he explains, "Things have been changing in this region for the last two years, but Turkish music is liked by the Muslims, so our potential market is enormous. In order to get that work, you have to be world class

From Restless Heart To Brooks & Dunn. Hendricks Has Been At The Heart Of Country make this experience the best it can

BY BEN CROMER

Scott Hendricks' rise from the hallowed halls of Okiahoma State University to the rhinestone glitter of Nashville is a lesson in perseverance Hendricks, appointed president of Capitol Nashville in 1996, learned the rudiments of music production and seering at OSU in the mid-70s. At OSU, he forged lasting friendships with songwriter and producer Tim

of Arista Records in Nashville, and guitarist Greg nnings of Rest less Heart, a band Hendricks and Dubois helped Graduating from OSU in 1978 Hendricks headed come an engineer and producer. However, his first job involved studio

"I had never designed a studio, but I learned about drawing blueprints and designing for sound reproduction [at OSU]. That's how I survived." Hendricks out his break when he met another OSU graduate. Ron Treat, who was engineering for prodozer Jimmy Bown at Glaser Brothers Studio, "When I got off work from my architectural/acoustic job. I went over to the studio and hung out until the doors closed," Hendricks recalls. When Bowen, with Treat in tow, left Glaser Brothers for Soundstage Studios, he recommended Hendricks for Treat's vacant post Several years later, Hendricks, by then a staff engineer at Bullet Recording, made another furtuitous

contact: Jim Ed Norma "His engineer wouldn't work on weekends, and I volunteered to this artist that

ting ready to record the following week," recalls Hendricks. "Well, Jim Ed liked what I did. So, he said, 'If you go independent. I'll take care of you

Norman served as a wise Yoda. teaching Hendricks about sensitivity defining moment under Norman's tutelage. As the head of Warner Bros. in Nashville. Norman had to honor a commitment to a singer whom he knew would never be a star. 'It was painfully obvious that this girl did not deserve a recording contract." Hendricks says about one particular session. 'Jim Ed turned to me and said. I know what wurn thinking: Why are we wasting our time on ing that is not going to make it? I'll tell you why we're doing it:

This is possibly one of the highlights

of this girl's life. We owe it to her to

Norman also helped Hendricks land a job with Barry Beckett. "Barry taught me a lot about feel," says Hendricks, "If you dissect a beat, there are many places inside that beat that, even if it goes by in a burry, you can place things After working with Beckett for veral years, Hendricks was ready to strike out on his own. His first major production, in conjunction with Dubois, was the debut album by Restless Heart.

Jim Ed was get-"Tim had been working on demos for his songs and said, 'Let's go in and do this." My home was the studio, that's where I lived and Tim's home was in songwriting," Hendricks explains, adding that Restless Heart's crossover platinum success was an unexpected borus. Since then, Hendricks has guided hits by Alan Jackson, Faith Hill, John Michael Montgomery, Lee Roy Par nell, and Brooks & Dunn. In fact, it was Hendricks who convinced Dubois that pairing Brooks with Durn would

> "I kept trying to get Tim to sign Ronnie [Dunn] as a solo act," Hendricks recalls, pointing out that Dubois was more interested in forming a duo featuring Kix Brooks and another singer. "He said, 'What do you think?" I said, 'I just don't hear the blend," Then, I remembered that I had Ron-

(Continued on next page)

APTISTS & MUSIC

SCOTT HENDRICKS

(Continued from preceding page) I think should be the other partner and played it for him. Tim listened and said, 'You're absolutely right."

nie's tane in my hog. I said, 'Here's who with performers. Hendricks challenged Parnell to take a more relaxed approach in the studio, resulting in inspired yocal and instrumental per-Parnell's 1995 album, "We All Get Lucky Semetimes," demonstrates formances on songs such as "Givin" Water To A Drowning Man. "On that record we didn't do any

ALLEN SIDES SETS SIGHTS ON NASHVILLE

artists, including Frank Sinstra, Ray Charles, the Beach Boys, and the Mamas & the Papas, worked in Putnam's studios. 'It was an endless list of clients," says Sides, "Warner Bros. had

Hendricks' ability to communicate

their offices in the building. Sides acquired the two Squeet build ings in the late '70s and rechristened them Ocean Way. The studio continues to serve a diverse and high-profile clientele, including such notable customers ss R.E.M., Quincy Jones, Whitney Houston, Bornsie Raitt, Natalie Cole, Ry Cooder, Travis Tritt, Don Was, Johnny Cash, Celine Dion, Burbra Streisand,

the Black Crowes, and Green Day "Studio One [at Ocean Way] had an illustrious history, so we restored the studio to its 1961 condition, rebuilt the control room, and installed this amaning custom Nove, which is the high point of discrete technology," says Sides. "But the largest version they built was 48 inputs, so we purchased two and put them together using [George Massenharry Labal automation. Nothing like it exists. It took us two years and almost \$700,000, but it was worth it. Now we're

doing it again for Nashville Record One, which Sides acquired in 1988, consists of two rooms, both of which tend to be locked out for long stretches of time, leading many in the industry to wonder "what Record One is," according to Sides. Among the projects done at Record One are Jones' Back On The Block," Wilson Phillips' debut album, and Jackson's "Danger-

ous" and "HIStory: Past, Present And Future-Book 1. "When Michael was there, he con-

charted all his business out of the studio. He basically took over the whole place and used it as his office," says Sides. Record One's A room houses a 100input SSL G+ board, and room B has an 80-input SSL 9000J console, accord ing to Sides. Sides owns another SSL 9000 that is being used on long-term remote projects and may wind up in a fourth room at the Nashville com Sides is the sole proprietor of his L.A. tudios and co-owns Ocean Nashville with Gary Belz. More than just a studio owner, however, Sides is a prolific engineer and avid equipmen collector. He owns hundreds of micro

phones-including at least 400 tube

models-whose value he estimates at \$

million. He also occasionally buys and sells studios, equipment rental companies, and recording gear. A little-known aspect of Sides résumé is speaker design. Sides builde nents from the '50s and '60s. His trade He has installed his monitors at the Site

way system that be markets as the Allen Sides/Orean Way moritor system and George Lucas' Skywalker comple in the San Francisco Bay Aren, Royal one Studios and Alias Records' new facility in Los Angeles, the studios o several clients in Japan, and home sta dios in various locations

vocals on the tracking," Hendricks This was the first record that I said, 'Lee Roy, you need to play [guitar]. Don't worry about singing For recording vocals, Hendricks proferres a special fordness for a "highly modified" AKG C-12 tube microphone his favorite recorder is the Sony 3348

48-track digital muchine. "If you have a stereo guitar and I want this guy to blow through three solos in a hurry, I'll need six tracks," he says. "Having 48 tracks gives me that flexibility to try things and erase them later

Although Hendricks leaves the Nashville acts as Trace Adkins, Sazy tracking stage to his engineers, he Bogguss, and River Road. At Capitol does get involved in overdube and mixbe is the designated "song marshal ing. 'I can punch rewind quicker than ensuring that his artists have the best I can say to someone, 'OK, let's roll material back one more time," he says. Hendricks heaps particular praise

"The song is without a doubt the oet important part," Hendricks says. on engineer John Kunz, calling him I think we've become more of a song-'my second set of eurs in the studio. driven format than an artist-driven Even if I thought I had it right, he was format. In a way that's sad, because comfortable enough to question it, and what has kept country music vital is usually he was right," says Hendricks the loyalty of fans to the artist, not fans of Kunz, who is now working with Parto the songs. I continue to believe that nell. This has enabled Hendricks to the cream of the crop will always rise concentrate on producing such Capitol to the top."

PRODUCTION CREDITS

CATEGORY	HOT 100	R&B	COUNTRY	MAINSTREAM ROCK	ADULT CON
TITLE Artist/ Producer (Label)	MACARENA (Baysade Boys Mrs) Les Del Rio C.De Yarza, M. Triay (RCA)	I CAN'T SLEEP BABY (8F I) R. Kelly R. Kelly (Jive)	DON'T GET ME STARTED Rhelt Akins/ M. Wright (Decca)	TRIPPIN ON A NOLE IN A PAPER NEART Stone Temple Piloty B. O'Bren (Atlantic)	BECAUSE YOU LOVED ME Celine Dion/ D. Fester (550 Music)
RECDROMG STUDIO(S) Engineer(s)	ESTUDIO BOLA/ BAYSIDE MUSIC (Seville, SPAIK/Miami) Jesus Bola/Mike Truy	CHICAGO RECORDING CDMPANY (Chicago) Peter Mokran Stephen George	AVELINA (Kashville) Steve Tillisch	WESTERLY RANCH (Santa Yrez, GA) Nick OlGla	CHARTMAKER/RE) PLANT (Los Angeles) Felige Elgueta
RECORDING CONSOLUS	Sony MPX 3000' Tascam 3500	Neve VR 72 SSL 4000G	API Legacy	API Neve	SSL 40008/ SSL 8056
RECORDER(S)	Sony PCM 3324A/ Spectral Digital Workstation	Studer A827	Studer D827	Studer AS27	Sony 3348
MASTER TAPE	Song Hard Disc	3N 995	Ampex 457	Ampex 456	Ampex 456
MIX DOWN STUDIO(S) Engineersis)	BAYSIDE MUSIC (Miami) Mike Tray	CHICAGO RECORDING COMPANY (Chicago) Peter Makasa	ARDENT (Memphis, TK) John Nampton	SOUTNERN TRACKS (Atlanta) Brendan D'Brien	RECORD PLANT (Los Angeles) Numberts Galica
CONSOLE(S)	Tascam 3500	Neve VR 72	SSL 6000	SSL 4064G Plus with Ultimation	SSL 8096
RECORDER(S)	Spectral Digital Workstation	Studer AS27	Sony 2248	Studer AS27	Sony 3348
MASTER TAPE	Navd Disc	3M 995	Ampes 467	Ampex 456	Ampex 499
MASTERING Engineer	ASSOLUTE AUDIO Lean Zervas	BERNIE GRUNDMAN Brian Gardner	MASTERMIX Nask Williams	PRECISION MASTERING Stephen Marcussen	SONY MUSIC Viado Meller
OD CASSETTE MANUFACTURER	BMG	BMG	UNI	WEA	Sony

© 1996, Billboard SPI Commonications, Hol 100, R&E & Country appear in this leature each Sime, Mainstream Rock, Modern Rock, Eap, Acuts Contemporary, Chib Rier, and Gence Seles

CATEGORY	HOT 100	R&B	COUNTRY	ALBUM ROCK	RAP
MASTER TAPE	BASE	BASF	BASE	BASF	BASE

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Reviews Previews

POP

Saudine Alley WCA 11413 Sadly, recent death of Sublime front man

Brad Newell has get short a cureer that based on this album alone, was extremely premising. Group toys with ske, hip-hop reggee, punk, funk, and rock, motors them "Same in The End," "Sorteria," and dope authors "Get Brack," "Sorteria," and dope authors "Get Brack," thiplay a mastery of sks and reggse, while 'April 29, 1992 (Minmi)" is a hip-hop epse and the bill gual "Caress Me Down" is up to scroff with the best Latino rappers. Nowell himself said it prophetically: "They will be up all night trying to slap a label on Subtime. DOORS BROTHERS

ESPORTERS The Doctor Somer & Charle Monards Who said nostalgia isn't what it used to be? Well-traveled rockers revisit their giory days on two-CD live set that bene-fits the Wildlife Conservation Society. Hithis the Widthe Conservation Secrety, Hit-wase, album covers all the bases, from "Black Water" to "Listen To The Music" to "China Grove" to "What A Fool Believes." Fenturing sometime lend stager Michael McDonald and a lineup that includes Keith Knadsen, Milor Hossack John McFee, Skylsek, Dale Ockerman and Darry Hull, the album as a feast for

Dooble fans and a reminder that some dinassura still can rock * DONNE HATES

Empty Sky

Voteron Culifornian singer/congretter and sional recording artist Bonnie Haves reaffirms her unique pop craft with this new solo set. Standout tracks in this intriguing, delightful collection include the igniting, twisting harmonies of "My Brave Face", the jagged, swarmy strains of "Bos Far To Fall"; the meanrable middenno growe of "Learning To Fly", the irre stible, torchy pop of "Things You Left Betind"; and the ringing books of "Free-dom Calling" and "The Moment Of True Feeling," Also included in "Love Letter," made famous by Boenie Reitt, and a lenguid, drenny cover of Bobbie Gentry's "Ode To Billie Joe."

12 Golden Country Greats COUCER Bun Voughe

Desire 61509 risted alternative rock band takes a wide left turn on new alturn of country arrangements of new tunes. Sadly, the experiment does nothing but revea Ween thrives less on songwriting than on the invergreat sounds and inventive recording techniques it has used prior to this release. While there's no disputing the authenticity of the round of this altern (the band used truly legendary country nession players), no amount of pedal-steel coloring or hanje picking is going to dissuggest the weakpeases of tames like the

SPOTLIGHT



TOM PETTY & THE HEARTEREAKERS Songs And Music From The Motion Picture PRODUCERS Rick Robin, Tea Pelly, Mile Compiled Wareer Bres. 45285

Although this album is technically a truck, it is actually a new Petty & the Hearthreakers release, their first since "Into The Great Wide Open" in 1991. A showcase for both Petty's increasingly brilliant conguriting and the band's understated but sophisticaled playing, this album easily qualifies as one of the year's best rock records From the lat single "Walls" (rendered in two versions) to witty, cynical comp-sitions like "Zero From Outer Space" and "California," the album seizes the mer's attention and never lets up Also includes netoworthy covers of inda Willarrs' "Charge The Locks"

and Beck's "Asshole," plus levely film-music instrumentals "Hope On Board" and "Airport." A locid work degrading "Piss Up A Rope" or "Help Me Scrape The Mucus Off My Brian. for an instant, but on the whole, self-indu-

event and disappointing. DANCE

Arista 18930

With his tempse worldwide hit "Children," Italian club DA'trockner Miles has accomplished a rure feat by leaping into the top 40 eal piano melody that binds the cut's racing disco rhythms, it is little wonder that it has successfully transcended its dancefloor ongins. Miles makes good on the promise dis pinyed on "Children" with an intelligent album rich with lash, often orchestral ke ards and deliente and quickly memorable

year standard-issue bipegrass: she's tends more toward social comme introspection, Contact: 645-320-7672.

VITAL REISSUES"

MARIOUS ADDISTS Blues Classics NCA 11441

With access to the Vocabon, Bru wiek, Deeca, Aristocrat, Chess, Duke, Proceck. ABC, and Blues Way labels, well-equipped to provide an overview of the bipes since the carliest known recordings of the genre. This debase, three-CD computation-sugmented with artiful photography and infor

through 1969 and represents such luncuaries as Furry Lewas, Memphis Buddy Guy, B.B. King, Kolo Taylor, John Lee Hooker, Etta James, Albert Collins, Janior Parker, and many othlabels in question—and accordingly are serves as a fairly comprehensive introduction to blueselogy

SPOTLIGHT



The Crow: City Of Angels Original Motion Picture Soundtrack The soundtrack to the first "Crow"

film was a sleeper multiplatroom hit and a showcase for alternative rock acts like Stone Temple Pilots, Pan-ters, and Nine Inch Nails. The second new recordings from such hip talent as White Zombie, PJ Harvey, Bash, Tricky Vs. The Gravediggas, Seven Mary Three, Kora, Deftones, and Igny Pup (who does a carpes in the film); sewcomers Pet; and Hole, which leads off with an incendiar version of Fleetwood Mac's "Gold Dust Woman." The album's curvebull is a deliciously dramatic collaboration between Linda Perry and Grace Shek. An aerial view of the current alternative rock landscape

hooks. The set's only vocal interlode is provided by Maria Nayler, who brings ar appropriately otheresi quality to the next lossest single, "One And One."

COUNTRY Perfect World

Company 1233 Jodith Edelman writes, plays, and sings rontemporary blasgrass unlike argune else. There's a decidedly modern sensibili understated arrangements. Of ourne, you don't always get bossouki and drame with marching to a different drummer. Comsons to Alison Kruuss are inevitable but Edekman is a tad more cerebral and

SPOTLIGHT



re-think 5159329 Former pop artist on Island and reign

ing Gospel Music Ason, producer of the year. Charlie Procock has abrava beer a force to be reckoned with as a song writer, artist, and producer. Now add another title to his list-president of his new label, re:think. Maiden release is a sonic delight consisting of intrientely textured pop songs filled with thought-provoking bytes. Pencock's voice is a versatile instrument, equally capable of the bright pop of "That's The Poet" and the R&B smoothness of "Lady Soul" Among other standouts are the title track, "Rociot," "Insult being released as enhanced CDs. The latest chapter in an already impr career. Contact: 615-646-5523

SLUE HE Wind It The West

Nebel 1733 Inversesive follow-up to group's debut.

aftern, "It's A Long, Long Road." This is as close to a hisegrans supergroup as there is on the road today, and the new album wrote most of the material and crisply pro duced the set themselves. Cuts to watch are the Shavn Lane-penned title sorg, the traditional gropel ture "God Moves In A Windstorm," and Merle Haggard's "Burstoville," Contact: 540-845-5386.

CONTEMPORARY CHRISTIAN

With the help of gifted producers John and Dino Elefante, Neuvenux has crafted a theroughly engaging modern rock album filled with souring vocals and meiodic hooks. Composed of lead vocal-ist/principal songwriter Paul Alan, guidrummer Jeff Audesmore, the band origi naily began performing as part of a drug education program in Michigan's public schools and played numerous schools, churches, and other venues before landing its Remon deal. The expressions in Alze's sorge as "Listering," "You Breathe," "Simply Beautiful," "Maybe Tonsorrow and "Chasing Shadows"—a beautiful bal-lad written by John Elefante during his

PRODUCTS David Sur

Hight Best 79600 A passeonate guitarist with an appending, feather-soft buritone, DeAguero purveys a smart brand of jazz-tinged Latino pop suitable for progressive Spanish pop sta tions as well as open-minded U.S. AC outlets. Leisurely paced title track—a pleas ant, straight-up pop builted thet with Ashleigh Metenif Jordan-might ever paque interest at regional Mexican radio Contact: 719-591-7747.

LATIN

CHARLIE Seey 81953

Though mainstream pop driven by slinky. blues/country guitar lines is a rure com modity in the Latino arena, this smooth, if stings, six-song set neatly interluces ex-Menudo singer's rather nondescript midrange vocale with dramatic guitar flourishes, "Mt Fantasia" and "Necesite Una Compatera"—two upbest romantie tracks penned by super-hot composer Marco Antonio Solis—are immediate hits

GOSPEL ALLEN & ALLEN CGI 51416 1193

As gospel/jazz has blossomed into a legiti succephonist Allen Wiggins have emerged as leaders of the genre. Chart-topper Duryl Coley contributes a spine-tingling yould on the album's title track, as does Lee Hardiman on the insinusting jum "Trouble," But the backbone of Allen & Allen's sound combines readily accessible beeks-both meledic and lyrical-with interwoven almost as if they were anoth instrument in the band. Another standout in "You Don't Know," as irrepressible geopel legend Albertina Walker clearly delights in singing over A&As switzeitig. big-band-era arrangement. Just as Kenny has done for pop, Allen & Allen have the

masic straight into the gospel main ▶ WARIOUS ARTISTS Together As One PRODUCIRS, Dong & Menon Williams, Johns Bulland,

stream.

in a market glutted with often pointless

firme-a-dozen tribute albums, this one is worth its weight in gold. In this homege to gospel quartet music, boomers will tantly hear where generational legenda like Redding, Pickett, and Sam & Dave learned their every lick. Longtime groups fane will find a mind-blowing assemblings of talent, Slim & the Surreme Angels. Mighty Clouds Of Joy, the Williams Brothers, and Dottie Peoples are all at their finest. Sure-handed producers Bullard, Peters, and the Williams are all men on the vanguard of rontemporary music who still remember and recere their roots and the origins of this most moving and truly American art form. Song selec tion is steller and the artists alternately coo, caresa, roll, rock, and smoke their way through one of gospel and popular music's highlights of the year. Turn it up

ALBUMS, 970,054T Released deemed by the review relians to desarre special attention on the basis of manual ment and/or Dalboard chart policinals VTM, RDSSUES Rentensed abuses of special selects, suich ket, and convential interest, and outcomforce collect

A BUSINES, and upon Heavines content by the Novich though a content of good finding to the part of the

Reviews & Previews



POP

PRODUCER Jan Stermy

550 Marie A194 into Send Iran Is there a pop diva hotter than Dion right now? The singer follows the No. 1 smar "Hecause You Loved Me" with a ballad that pits her against the hombastic pro on of Jun Steinman. Lesser talents might have been coublied up by his melathe occasion with a performance that soors above the instrumentation with deliciously theatrical flair Pruned down from its soil eight-minute original version to a manage able 5%-exitate edit, this truck demands

inetant sirplay, as will the upcoming rhother regulars by Tony Moren and Louis To Infinity (which are due inter th month). As if it were necessary, added sales incentive comes from the inclusion of "Fower Of The Dream"—a David Foster/Sabsfare collaboration that Dian premiered during the opening erremons the 1996 Summer Olympic Games-on the R-side of the exestite single

► JOHN MELLENCAMP Key West Intermegge (I Saw You First) (4:54) DOOR OU FEED HAND

WESTERS: J. Mintercamo, G. Green Mercury 126 KD singlet Rock'n'roll troubadour Melleneams stem

into dance shoes and delivers a sultry track propelled by a bottom-heavy, dance oriented drum best (no doubt the influence of remix artists Vaccount While the approach might raise some fans' eyebrows. in shock will wear off when they realise that, at its root, the tune is vintage Mellencamp. With a storytellor's flair reminiscent of "Jack And Disco." Mellecommunican captreating tale of a tropical roma om his forthcoming album, "Mr. Happy

Go Lucky SLORIA ESTEFAN You'll Be Mise (Party Time) PRODUCERS: Emilio Estafan Jr., Lawrence Durmer, Clay

WRITERS E. Emmo Jr. L. Donner C. Ont Eaic 8158 to least traumer over What better way to follow up the stately ballad "Reach" than with a lively, Latin starved for a jiggly revnitation of La Glob "Congo" era will be bappy—though this cut is actually better described as a survy

progression of the sound she and the Miami Sound Machine mined on that nowclassie hit. Estefan has rurely sounded more playful, as evident in the gargerly way she surfs atop the track's pushing sitting still during this wonderfully bright and uplifting jam. Once you come up for air, be sure to check out the singer's excellent current album, "Des-

AALINAH IT Your Girl Only Knew is 50: WRITERS 1 Modey: M Drich

PURESHERS Virginia (Nex/VMars Confesion, ASCAF BENMENTER SELECTION OF STREET It has been longer than a hot second Asilyah sashayed up the Hot 100 with her breakthrough hit, "Back And Forth," and she aboves that her time away from publi view has been well spent. On this wickedly infectious jeep chapper, she reveals a more assured and fully realized your style, as well as a more flexible note range. In particular, her lower-registered varyes are stronger and full of seductive power. Pro-ducer/rapper Timbuland shuffles through the truck with laid-back ad-libe, while also keeping the beat hard and a spree of retrofunk guitar licks prominent. ► MELISSA ETHERIDGE Howhere To Go 14:150

DUCCES High Pargham, Minima Etherida WRITER M Elberidge

PUBLISHERS M L.E. MINN, ASCAP FEMIXER Grag Soldman bland 7252 to 1001 (smalls arget Etheridge's opus "Your Little Secret" is proving to be rich with singles that are viable and a nice change of current top 40 page. In a sea of hip-hop fury, this warrely textured and romantic rocker will roll over airwayes like a cool and refresh ing breeze. Etheridge offers a vocal that cruises from a seductive whisper to a full-

corrected by a skilling backbest and hash layers of keyboards that are punctuated with slieing guitar licks. Pr mers should not besitute to rush that green onto the air

* DOG'S EYE VIEW Small Wonders (3.6%)

PURCEMERS Day's Eye/EMINIQUE, (OID Columbia 8328 to 50 Columbia 8328 to time master sign: Here is another folk-ophshed jewel fro sorely underrated act's must-bear debut album, "Happy Newhere." If you like the rooter vibe of Roote but need a

little more grit, look no further. The book here is sharp and prominent enough to grab the ear of any popeter, but it as ed in a spare accustic-rock setting For insmediate and repeated consumption

BLUE BAMBOO Surey (\$17)

WRITER B. HARR PUNUSHERS. Porsible/Nomer-Tamoriane, BM Rabbins Entertainment 72004 p.m. 8943-556 The young and budding Robbins Entertalament is fast becoming one of the reliable sources for vibrant Euro NEG authors. This time the label throws its support behind this Belgion act's festive ered pop classic. The beats pump at a racing pace, and they are

vocal that will keep penters twirlin' with a smile. Pick from any of the four nicely var R & B

CUCCE Nets Ander PUBLISHERS ECARTORY Songs, EAR Motorer 860519 (in P00) transette single It has been way too long since Gill has

graced radio airwaves with his suave vocal strings. Green the climate of R&B radio right now, it seems only fitting that a singer of this callbur previews next Motown collection with a Babisface composition, which is fleshed out to proper soul fruition by producer Keith Andes. He wroms Gill in noft and sifes rhythms plash harmonies, and glistening key boards. As Gill glides from the quiet. moments of the single's first few minutes into a full-bodied belt at its climax, there is no doubt that asturated airplay is on the

KINO WATSON Game Recomize Game it six COUCERS: Jermaine Dupn, Cod-So-Line

LIBLISHERS: So So DATOR April Suits LAL ASCAP Columbia 8007 too Sory! 100 single!

More male braxado, this time made manifest through Ri B crooner Kino Watson. While Jermaine Dupri's R&B production is proving to be infailable, Watner's "came" is iffy His yorals boost a lot of

for a first ringle, and many women won't take his buit. But Depri's "That Girl" remix will be the clincher to getting Watson a second chance. For now, his game goes unrecognized.

MINT CONDITION What Kind Of Man Would I PRODUCES, Mrd Continu

WRITER L Watter PUBLISHERS Met Factory EM-April, ASCAP Perspective 00261 No POR ICO Just in case you have not gotten your fill of R&B romance, Mint Condition comes to the table with a swaying balled that mer iscetal" tenes, this song stands tall with

its chivalrous and respectful lyrical tone quite nice. It will have you fondly bering vintage recordings by the Spinner and the Stylistics. From the album "Defin tion Of A Band.

YELLA FEATURING TRACI NELSON Send 4 Me HIDDUCERS. Artsine "field" Certify, Direct Michery.

WRITERS & Dees, T Remov PARLIDHERS Lucretulous SA

Street Life 78087 (D) sugar sing back to his World Wide Wrecking Cross days Vella briren "Sand 4 Ma." : slight departure from the usual Call ghetto-blues persake. Singer Tract Nelson shows some signs of talent but never really challenges her vocal range, choosing to stay within shallow octaves when the I lad calls for high notes. Add that to Yella's

Inept interpretation of Atlantic Stars track falls short of any hype. COUNTRY

WRITER-L. Loven Cost Hobsesol 3772 (etc. MCA) When he chooses to, Lyle Lovett can be more appealingly eventry than as

else. From the hip twone factor in the melody to the unabashedly country sent ment in a lyric that every cowboy con This song is guaranteed to elect smales should see its share of airplay, too. TY ENGLANG Irresistible You 13 200

PUBLISHERS SonyATV Term LLC Sony Music Publishing

The first single from England's upcoming sophomore release is, to borrow from the title, an "irresistible" alice of untempo fun

NEW & NOTEWORTHY AMBERSUNSHOWER Water T (2 65)

PRODUCER Thomas "Tak Takk" Planting A Service, 1 Paper PUBLISHERS Sturnstone, ASCAP, Aux Insmedies

Gee Street 7250 no name The new generation of sociaters con nees to fan out into a boot of earlting steps forward with a smoker that combaseline, and a vocal that may have some reaching for comparisons to Alu-nia Morissette. It is an intrapaing morbs. And it will found the morely and

bodies of those who have begun to wear out their D'Angelo records. Programmers of top 40, R&B, and even enturous rhythm/erossover formats should drop everything and pop this on. It'll what the appetite for the brilliset forthcoming "Walter T. Smith" album.

Producers James Stroud and Byron Gallimore—who were also at the helm on England's new alloan—canture his oner getic delivery and down-home vocal style The cut has a vibrancy resistancent of England's No. 3 debut single, "Should's Asked Her Faster," England is back and

* CHRIS WARD Fall Reaching (3.24) PRODUCERS James Shows, Down Hull WRITERS R.E. OnniVI Leo PUBLISHERS EMI April Munic Inc./(Aids Music Indimine

tered by FMI April Music Inc.), ASCAP, Warren Tamerlen Publishing Corp./Heltmaymen Music Eadministered by Memor Formeriane, SAS Gunt 8319 (CD prove) A beautiful sentiment, perfectly delivered

singer, Ward makes a stunning debut by infusing this powerful ballad with warr the more poignant. The voice, pro-

and caliber of the song should go a long way toward helping Ward get through the clutter of competition at country radio. DEAMA CARTER Strawberry Wine 13.367

WEITERS M Buy & Horsen "UBLISHERS' Longitude Music Co./August Wind

debut, "Did I Shave My Legs For This?," introduces a compelling new vocabit capa ble of reflecting all the mances contained in this well-written lyric about a young gar's coming of age. Carter correys nonlonging and wistful introspection Debut songs, especially bullads, can some times get lost in the rush of uncompotunes at country radio, but this song savi

singer are weethy of attention. RONNA REEVES Rodgo Man (3.44)

PUBLISHERS Ne'th Neverant Maniphotory West Missic Co./Hoeker Songs 18981 sounds like it could become a dance elab favorite with the energetic fiddle and toe tamoine production, complete with handclapping background. However, as a rad single, it's lacking in all departments. The nong is not that strong, and Reeves' vocal ds like she's trying too hard to bring

DANCE M.BiffA. El Chico Chevere (The Cute Box) out

PRODUCERS Abbs Refrigues, John Stern, Mostlado SEMIRERS Relate Senano, Abel Appliero Crescent Moon \$350 a.h for

Albita returns just in time to benefit from Latin music, which she helped trigger over a year ago. The first single from her new en Que" (which translates inte Romor Has It"), has been jacked up from its original sales sound with a smooth house remix by Balphi Bosario and Abel Agailera. The two wasely salestep the trap of obliterating the original track, instead opting to find comfy ground between the dance and Latin genres. The juscy South of version would stake the onergy

of just about any peak-hour party ▶ MINOS OF MEN Brand New Day is on 25 P Serdenon, P Intim, K. Edwards

Perfects/Greets/Reprise 2345 (ps traver first) (12-inch The U.K.'s wildly popular Perfects Records offers its first domestic release by way of the Warner-distributed

Kizetic/Reprise labels—and it's a whopper of a house anthern. The music is a text? study in disco reversion, with just enough

of an edge to keep househeads happy. The vocals are flerce and full of diva spic aciding icing to an already rousing, main stream friendly single. From Perfecto's fortheoming stateside compilation.

TORY BEATTY I Just Come To Dance to long to

PUBLISHED, not haird MANUT 01996 CCC single

Beotty is a highly videogenic performer who steeps through this percoisting bosse anthera with gothic finesse. There is an intense durkness in his yoral that belies the "let's boogie" flavor of the music. As a result, this is as appealing to the ear as it is to the body, though you may leave a sta tionary betering experience with a let of a shadder. Nothing wrong with that. It is high time that dance artists start injecting bit of subtest into their material. Contart: 305-532-8009.

AC Plant 003 Insende segle

What a pleasure it is to finally experience one of Jones' strongest compositions as it was created—as a soft pop ballad, leaning solely on a simple plane melody, heartleft lyrics, and an empathetic vocal. This mini malist recording was actually captured acoustic tour of the States earlier this year, and it demands the ear of matter pop inteners who are weary of the smoke and mirrors of current top 40 fare. It also ting, Contact: 212-365-6633.

ROCK TRACKS - ALICE IN CHAINS Over New (5.50)

PUBLISHERS ButtruggetLungdom, ASCAP Columbia #303 our fame (or Prepare for a notably different twist on this ism from the hand's current self-titled set In preview of an "Unphagged" set, the track has been stripped down to a basic acousti arrangement, providing a sharper view into the rong's taut melody and clever lyrics. Previous nayrayers may actually walk away

from this single with a new-found respect for the band, while disciples will scarf it down like the nifty treat that it is. PRODUCERS Scott Humphrey, Stated

PLEUSPERS, Precisioner, 6980 Covers 6960 Mover Puls. Johing, 1840 Swedish artist Shold is the latest in a

their chills winds into the U.S. With a background that includes collaborations with Prong, Drewn, Howie Beno (Ministry Drug), and Bill Kennedy (Nine Inch Nails. Dunnig), Shold throws a heavy hat into the industrial anget-rock ring, melding rapid drum loops with an assortment of guitar riffs and youd screams. While he stands

danger of being lumped in with Nine Inch Natis, Gravity Kills, Stabbing Wastward, and the rest of the industrial ille, it would he a showe to me this talented performer slip through the cracks unnoticed THROWING MUSES Public's Knocking on strong PRODUCER. Throwing Muser

WRITER K Hunh PUBLISHER Throwing Most, EM

ing 1052 (C) sender Building their fan base at college radio, the Misses have about staked their results tions on Kristin Hersb's strong yet airy

yeenle and left-of-center arra that manage to keep a pop flavor that (Continued on next page)

SINCLES, POSS (>). The releases with the guided chargedresia CRITICS CRITICS (+) New Weaters, regulaters of grant all chart scious, which the release highly recreased because of their respect and the REF MOR RETINGENENT Highligh reve and content to target the charge of districtor. Crisically, unique of Complete search grant part of the content to the charge with the buddles above as it releases and which the release and exhibit the re

41

BILLBOARD AUGUST 10, 1995

Reviews & Previews

(Continued from preceding page) never fades. The band continues this fire tradition with racheal guitar busning and some attempt at effects. Listen once, Listen twice. Let it seep into that skull

KRISTEN BARRY Created in city WESTER K. Serv.

Vigin 11548 (C) capel Barry's tremendous youd track makes what could have been a slightly above-aver are strole a standout for the artist. Though rested" may be simple, booky, alterno pop, Barry's voice is a posswrial and attractive instrument that makes a strong argument for playing this track. Lyrics help sail down the performance, though tempo changes are at times erratic and uncleus

THE POSIES Ontario (2.10)

MENTENS, J. Auer, K. Stringfellers JULISHERS RMS Sorga Inc./Number 23 Serge Munic

With their last single, "Please Return It." managing to make little more than a blig on radio rador "Osturio" is unblack to change what has become an upbill be for this act. In space of its catchy pop-lader and lackadaiseed approach that will quick ly annoy listeners used to the Posies' more intelligent and substantial offerings.

EELS Newcaine For The Soul cases

PUBLISHERS. See Grandpa Municifates Music Corp. DreamWorks 4905 (C) single! Opening to jazzy cymbals and the lyrics me semething So I don't die," "Novocus For The Soul marks a dramatic entry for ome are a long-awaited b fresh sir, employing everything from heavy pedal work to music box samples. A ant single whose winsome lyrics

aren't fully appreciated until after several THE GATHERING FIELD Lost in America (4.27) WRITERS III Deary, the Eathering Field PUBLISHERS Bound to Se Microstrops of PlayGram

International Inc., EM While "Lost In America" hints at some modity steestelling its low-key demonst and average instrumentation make it a flat officing Houseup it rould be a find for AC

stations looking to add a gentle, unassuming narrative to dayparts. CHINCHILLA Little King to strong trees

PLEUSHER Snowgers Publishing Co., ASCAP Crisis 008 (7-not single) Funny how a little dose of angry rock can

brighten warr day This simple contains surging guitar licks and a ranting vocal track that, in spite of moments of sloppy playing and occasional filter, make for good terring. This "Little King" has big heart.

RAP

► GETO ROYS Geto Factory of the WHITERS B Jordan W Darren, O Miller, I believes, M. PUBLISHERS IN-The-Water, ASCAP, Self N The WebsitChill

San & Lat Non Trate 7067 cc Not quite "World In A Ghetto" caliber, "Geto Fantany" is more Geto Boys social commentary and personal headset/ boombon-playing music than a material, Willie D., Face, and Bushwick continue to peny aloud for ghetto dwellers they rup to a sample of Rose Royce's "Love Don't Live Here Ausmore."



MUSIC

63 minutes, \$19.92. etailers might want to consider erecting an entire Morrissey shrine as Warner Reprise rolls out its fourth longform showcasing the pouty Brit. This irreverently titled video weaver together footage from 1935 concert appearances in Sheffield and Black ol, England, part of Morrisser as well as career highlights that as well as cureer nigosignes that include "The More You Ignore Me, The Closer I Get," "You're The One For Me.

and "Boxers." Also available from Warner Reprise are Morrissey noments "Hulsserist," "Live In Dai lns," and "The Malady Lingers On." CHILDREN'S TONKA TALES: SCRAPPER'S BIGGEST JOB

ABC/Hashro's high-goar new series ve action genre with character-specific story lines that recall the "Thomas The Tank Engine" line, Protagogist Scrapper, a stout dump truck, finds houself a third whrel in the scree yard aroung his ger, more powerful vehicles with names like Mighty Crane, Mighty Magnet, and Mighty Dump and personalities that resemble Arnold Scho ger, a Broox cab driver, and an Ivy Learne elitist. Despite the cool greeting rapper does get his moment in the sun when the key to the gas pump falls into a garbage heap and his small-frame

liv makes him the only one who can die in fired it, and ensure that the others ean keep on truckin KUKLA, FRAN & OLLIE: BE A CLOWN, BE A CLOWN

ilk about retro television peogram miner This blant from the rest rate

to more innecent days

ildren right back on the floor in front of that whimsical puppet theater where timeless characters Kukla, Fran. and Ollie first came to life. The trio le is ned in this circus-oriented adventure by a heat of colorful pals-among them elah Witeh, Madame Onglepu Werner the Worm, and Fletcher Rab their sleaves to get them to the big top. Fan for children, and for adults who want to take a magic earpet rade back

INSTRUCTIONAL HOME SAFE NOT SORRY. THE PARENT GUIDE TO A CHILD SAFE NOME

dd-protting is one of those disci-

and re-evaluation. With that in mind. this tape is the best among the current erop of instructional treatises and contains the most up-to-date tips and anations of the newest devices. A child-enfety expert leads a wall through a typical home that will chill the bones of any parent or caretakes He leaves no room-from the home offire to the garage-unsers discussing the usual suspects, such as

products, and blind cords, as well as ner-known offenders ranging from doorstops to refrigerator magnets to rubber bands. The program also includes a promotional element: Manu of the brand-name products shown are offered through the producers, with a 20% discount for purchases of \$150 or more. Contact: 809-NO-TEARS.



TOM SOSINSON Having It Both Ways serced CD (PC/Mar)

early 50s with his uncompromising lyrics and cough-edged cock sensibilities of tracks like "Glad To Be Gay" and "2-4-6-8 Meterway." Robinson is a bit mellower on his latest release, but the open and hon ments, including a discography, lyries-

and an artist interview, are contained on this disc. But, in typical Robinson style. there are also some real surprises. The 'Anorak' sretion, particularly, may shock some computer users with its self-pro-ciaimed "Hermaphrodyke" series of photographe and a candid essay, which gives some insight into the transpendence There is also some important HIV/AIDS information and an editorial on the orea nization Justice?, which aleas to expen Criminal Justire Act, which gave police Eye-coening and mind-expanding

T2: LIMITED EDITION ENTERTAINMENT UTILI-

Windows 3,1/95 CO-RON The unatoppoble "Terminator 2" from chase continues its assault on home conputers. This time, "T2" takes the form of an all-purpose utility program, which includes a screen saver, customized sound offects for Windows, "T2" computer desktop art, and 15 jignaw puzzles. Even a "T2" obsessive-compulsive will be impressed with the overwhelming selection of server-saver options to eb

the movie, 50 still-image screen shots and 11 animated screen sovers. Sound clips include the obligatory "Hasta is vista" and "I'll be back," as well as sever-al hi-tech sound offects. "T2" collectors and action farm will be in heaven. Merebant/lyory fare, move saide



Known mainly for his horror books, Clive Barker goes off in a new direction with this rich, countiex, and often smis ter fantasy. Will Rabjohns is a wildlife photographer who is attacked by a bear and goes into a come. During his come, he relives his childhood in England, during which he ran away from home and became involved with a strange and mysterious couple, Rosa and Jacob. Through Jacob, Will learns of a powerful magic within him, one that requi sinughter and death to reach its full potantial. But after he returns to his family and daily life. Will gradually for gets the experience, shrugging it off as a from-until he relives the er during his come. Awakening, Will real izes he needs to find the couple and confront them and follows a morsteal your

ney from San Francisco to England to It's a vivid and compelling story, and Campbell Scott is a superb reader, infusing every word with expression and creating different voices for the charac ters and of acting out the roles. The complex story suffers account but from abridgement, bowever-at times it gets chappy and confusing. Overall, though

CHILDREN'S MEDITATIONS WITH MUSIC Created and read by Clave Buckholz

interested in meditation?), this is actual a pretty nifty and useful tape. Each voice encouraging a child to imagine va-

ious things—going to the top of a moun-tain, being a tree, flying on a magic carpet, etc. Each so-called "journey" has a particular purpose, which is touted on the box: to wake children up and give them energy; to calm them before sires; to give courage when they are seared.

The tape is valuable in two ways: It's a stame that encourages children to be erestive and exercise their imagination really do bein alter mood. "Favorite

Place" (for "when you are feeling angry or mad") is a perfect exercise during a "timeout." First, the music is unsettled matching the child's mood; then gradual mes calmer, to soothe h her. Meanwhile, the voice first tells the child to imagine breathing in a pink light. and breathe out all the bud, "yucky" feelings. Then the child is to imagine a with lots or run activities. It's an excer-lent way to distract a child from a bad mood, "Closet Monsters" is a "magical" sters away from their room at right. The only big flaw in this tape (aside from the

title) is that it is a tape, rether than a vixyl record or CD, which makes it diffi-

cult to locate a particular track. For kids, that could be frustrating. Contact

By Bill Morrissey 237 pages, \$23.00

Songwriter Bill Morrissey's debut novel is a perfect folk song in prose form. It's a quiet tale, not flashy, but its simple words conjure up realistic characters and convey basic truths about the human condition. Like E. Annie Proulx's best "Edson" is a story about a person resigned to failure, trying simply to survive, who gets a surprising second chance and a reason to

Henry Corvine is an up-andcoming songwriter when the indilabel he records for is bought by a major. The major label wants him to change his sound drastically Corvine refuses, but his contract precludes him from recording for anyone else for five years. Hence, although his decision preserves the integrity of his music, it also destroys his career. Now 37 and divorced, he finds himself working on fishing boots, pumping gas, and age in the tiny town of Edson, N.H. Carohne Laine, who lives across the hall from Henry, is also search ing for meaning in her life, but from the opposite direction. She's 21, waitressing, unsure of what direction her life should take. The friendship between these two develops naturally and is oddly

PRINT



EDSON

moving. Surrounding them is a colorful cast of characters: Tyles Beckett, a now-famous singer who used to know Henry and offers him an unexpected opportunity to return to music (a chance he desperately wants, but is terrified to take): Pune Johnson, a ruthless, unand coming singer whose easy charm hides his selfishness and

willingness to use people; and Rachel Creelman, Caroline's flirtatious roommate, who dismisses Henry until she learns that he knows the famous Tyler Morrissey breathea life into

small-town characters and into the town of Edson itself. His descriptive phrases paint a vivid picture of the struggling town and the people in it. With just a few words, he can perfectly evoke a mood or emotional state-the absorbing creativity of songwriting, the uncertainty of an unexpected second chance after years of resignation, the first tentative steps toward love. It's a lovely and satisfying novel that makes the reader wish for more from the multitalented Morrissey.

TRUDI MILLER BOSENBLUM

Internationa

MTV Europe Regionalizes Playlists

Move To Shift Focus To Local Talent, Labels This story was prepared by Christian

Lorenz, senior writer for Music &

AMSTERDAM-MTV Europe has implemented its parent company's regionslization policy and has intreduced regional playlists to make its programming more responsive to the various tastes and cultures across

Europe. In line with MTV's decision to divide its programming into reg segments (Billboard, March 30), MTV Europe split its coverage into three regions as of July 16: Northern, based in London and incorporating the U.K., France, the Benelux, Spain, and Scandinavia; Central, based in Hamburg and consisting of the Germany/Switz erland/Austria (GSA) region, Eastern Europe, Russis, and Greece; and Southern, based in Milan, serving Italy. France and Spain will be integrated into the Southern region once MTV gains cable carriage in Italy. The regions have been given suton. omy to determine 50% of their respective playlists in a move that the com-

pany hopes will bring more exposure

for European talent and a closer relationship with local labels. The remaining 50% will be decided by MTV's network playlist committee of its headquarters in London, from where all broaders to will ecations to be

Harriet Brand, MTV Europe senior VP of talent and music pro-



total release dates MTV Europe network music controller Peter Good says the three programs have independent broadcast schedules, with the regions falling back on centralized network programming only for the station's two daily live shows, "Hangin' Out" and "Select TV." "Ultimately we plan to produce separate regional shows with local presenters unique to each region "says Good However he says the common isnguage of all MTV

broadcasts will remain English.

Bulgaria Bows Album Chart List Is Compiled To Int'l Standards SOFIA, Bulgaria-The record industry here sime to raise its standing both at home and abroad with the country's

first chart compiled according to inter-The new top 20 monthly album listing is produced by research company BBSS Gallup International from data

returned by a rational sample of 20 First published at the end of May, the chart was instigated by four indepen-dent labels: Union Media, Riva Sound, Mega Music, and Stars Records. The first No. 1 was Gueorgi Khristov's "Maichitse" (Dear Mother) on Unison.

In his 15-year export Khristov has built a kupa olbum rock andronco have and has own nearly all the country's musical honors.

The second edition of the chart, poblished in June, was supported by four additional labels: UBP International. Melomania, Payner Studio, and GMP The top slot in that chart was taken by Payner artist Lily Ivanova with her 23rd album, "Gotovi Li Ste Za Liubov" (Are You Ready For Love). In her 35year career. Ivanova has sold more than 50 million albums in the former Communist states of Eastern Europe. CHAVDAR CHENDOV In spite of its strong regional pro-gram autonomy, MTV continues to operate as a pan-European network. MTV Europe president/business director Peter Einstein rules out the possibility of turning MTV Europe into a franchise. "The network concept is what attracts advertisers and sudiences to MTV

Einstein believes that the network's regions can offer access to much wider audiences. "In the long run, we plan to commission our regional services to produce pro grams for the network. And the exposure is not limited to Europe. Special events like the MTV Europe

Music Awards are exploited on a global basis," he says. Cologne, Germany-based EMI Electrois GSA president Helmat Fest welcomes the regionalization but sees little change in the company's day-today relations with MTV. Fest says, We already work closely with MTV's Hamburg office, and EMI's international office in London deals with the network people. It remains to be seen

if the influence of the Hamburg office will increase. Fest doubts whether regional playlists will improve the situation f German-language repertoire. "The different audiences in the Central region have beterogenous cultural backgrounds. But export-oriented acts like Captain Jack or the Kelly

Family [who sing in English] certainly gain better exposure."
PolyGram's Stockbolm Labels Group international marketing manager Thomas Gustafisson is concerned that Sweden is grouped with the U.K. in the Northern service, "We often have acts that suit our continental European affiliates and markets better," he explains. "To support pan-European releases, we still aim for network rotation or Northern and Central rotation simultaneously. This could mean that we have to hold back

videos on the Northern service until

the time is right."

Malaysian Goy't Expresses Concern Over Music-TV Content

■ BY GEOFF BURPEE and ALEXANDRA NUVICH KUALA LUMPUR, Malaysia-Mosic television broadcasters yving

for access to this country's viewers are discovering that, while the broadeast industry may be developing rapidly across most of Asia, the government here still shies away from an open-sky scenario. A review of the current law pro-

hibiting satellite-dish ownership co cides with the possible bunch of the country's much-anticipated Malaysia East Asia Satellite (MEASAT), now slated for September 1996. Meanwhile, a government report published in The New Straits Times

newspaper expressed concerns that overly relaxed laws pertaining to satellite ownership will lead to an inflow of "unsuitable values" and will threaten "national security."

which are at times delineated with a Lest broadcasters run afoul of the blanket bun on all content for broadcast, imposed for a one-year "senguidelines, the government supplies its own list of undosirable material both andio and video, for broadcast or new formance of any kind. A partial copy

of a Ministry of Information list obtained by Billboard underscores the comprehensive extent of the govern

ment's concerns. The list of "undesirable" Western acts runs the gamus from rockers, such as Stone Temple Pilots, the Scorpions, and Citizen Jane, to more genteel-and less obviously subversive



ently, including banda like Hei Bao, but so do the Philharmonie Orchestra of China and a host of Mandarin and Cantonese pop stars. Most prominently featured on the list are Malay acts,

To ensure that such continuencies (Continued on poor 18)

Executive Changes At Warner Hashizume Named Prez At East West Japan

■ BY JEFF CLARK-MEADS nine months ago, Kosugi-known in Japan as "Junior"-is the founder of LONDON-Takeyasu Hashizume has

MMG Records, which became East been appointed president of East West West when bought by Warner Music Japan, effective International in 1989. The company is home to Mariya Takeuchi, Tatsuro A 25-year veteran of Sony Music Yemashita, X Ja-Entertainment Japan, Hashizume





and Hound Dog. In a statement Kospgi pays tribin terms of development of domestic

(Continued on page 48)

What Asia plugs into.



responsibility for running the East

West company on a temporary basis

assumed direct

From India to Indonesia and Siberia to Brunei. 220 million viewers* across Asia connect with Channal [V].

BILLBOARD AUGUST 10, 1995

Wider Variety Of Musical Exchange Brews At Grahamstown Festival

BY ARTHUR GOLDSTUCK JOHANNESBURG-"The artists of a nation in transition need a focal point toward which they can direct their energies. The Grahamstown Festival provides the ideal focus, says groundbreaking South African musician Johnny Clegg of an event

that reflects the emerging cross-cultural mix of music in his home coon-During the first two weeks of July Grahamstown, a small university town on the country's Eastern Cope. hosts South Africa's premier cultural event, the National Featival of the Arts-which claims to be the second biggest event of its kind in the world, after the U.K.'s Edinburgh Festival. Most of the Grahamstown Festival is

dedicated to theater, with a main cir-

fringe festival featuring alternative, obscure, and experimental produc

In recent years, however, the feati val bas expanded its reach to of cultural expression, with music making a more important and emphatic contribution by

the year. Juluka, led by Clegg and Sipho Mchunu, played re union concerts at the festival this year before departing for a 26-city tour of the U.S., including a show in New York's Central Park. In the mid-'80s, the band split, and Clegg went on to lead Savuka, a group that charted

wurldwide The Grahamstown concerts gave the band an opportunity to try out new ingredients in its musical mix including a touch of what the band members call "Zulu hip-hop. The festival's emergence as a prime musical exent was underscored by

board for its world tour. Two subfestivals-the Smirnoff Pure Jazz Festival and the Martell Blues Bock Festival-ramped up both the noise and attendance levels in

The juzz festival featured a kind of cultural exchange that was unheard of at previous events: Four Canadian musicians-bassist David Young, pianist Johnny O'Neal, guitarist Eichard Ring, and drummer Barry Elmes -were brought to South Africa by festival organizers as the Canadian Juzz Giants, performing with South Africane Feya Fuka on trumpet and

Gavin Minter on saxophone. However, the event that came closest to expressing the search for Clegg's aforementioned focal point hoereQunea -- a truncation of hoeremusiek, a form of country music peopliar to South Africa's white Afrikaan population, and mhaqanga, a stew of rhythms that evolved from Western

and township sounds in the '40s and The two headliners in the show were names that, a decade ago, would have seemed nonsensical as a combi nation, both politically and musically: accordion player Nico Carstens, the undisputed king of borremusick for the past 30 years and a legend of Afrikaaner establishment culture and Baril "Mannenberg" Coetzee, the sax, flute, and pennywhistle player

the 100s Underlining the improbable mix was trombonist Jannie "Hannepoot (named after a local wine variety) van Tonder, one of the stars of the mid-80s musical rebellion among young Afrikaan artists that saw a generation of performers break away from the establishment. The lineup also bassist Lucas Khumalo, drummer Denver Furness, and pianist/musical

director Dave Ledbetter. The unlikely combinations jelled into the most ambitious evereise in world music yet seen in South Africa. and the audience at the sold-out opening show yelled, stomped, and applanded their appreciation as nowhere else in Grahamstown. The response was often a little

more muted at the bines/rock subfestival. Nevertheless, the presence of a new generation of rock bands that take their cues from both the West and Africa-such as Sopeal, Urban Creep, Pressure Cookies, and the Springbok Nude Girls, along with the unique Afrikaans-blues of Valiant Swart-suggested a more subtle subcultural convergence of rhythms. While boereQanga brought togeth er disparate elements of South Africa's rhythmic past, the blues/rock festival came closer to addressing a

musical acreda for the future Towers. from the townships who has been er, they represented a new unity of Abdullah Ibrahim's collaborator since purpose among South African musicians, away from the ghettoization that riddles the industry. And, in the context of the broader musical offerings at the Grahamstown Festival, the message that emerged was more pow erful than any rbythmic trend: In South African music today, anything is permissible, and anything is possible-even popularity.



















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BILLBOARD AUGUST 10, 1990



Macarena is...

A. Los del Ria's smash worldwide hit

B - An island in the Caribbean.

C.-Cauld you please repeat the question?

Los del Rio are...

A.-The sang's original authors and artists.

B.-The Spanish Davis Cup mens doubles team.

C.-A band of Mariachis.

What does Macarena mean to Spanish music? A. The first ever Spanish warldwide hit.

B.-A flamenca dancer.

C.-What's "Spanish music"?.

Macarena is a success...

A.-At the top of the charts throughout the world.

B.-Far Spanish cookery.

C.-I dan't care.

To dance Macarena you'll need...

A. Ta have a sense of rhythm and a desire to have a good time.
B. To take classes of flamenca.

C. I dan't like dancing.

Macarena fever is...

A.-The Spanish dance hit that succeeds all aver the warld.

B.-A non-stop Spanish Fiesta.

C.-Please cauld you tell me what Macarena is again?

Please read whichever box has suited your answers

ove to donce Mocorena all the time. seathfuild about Macarena and Los Del Kuo, you probably Congramanons, you are an expert, fou not only know

up for lost time, furn your radio on and get ready for have a sense of humour. Don't worry you can still make You don't yet know what Macarena is but at legst you

This will change your boring lite. sea, in your life, Go to any record store and buy Mocorena: nothing at the music world or you have never done a why you don't have a due what Macarena is, You know s just the first time yours reading this magazine? That's



HITS OF THE WORLD



APAN	(Demps Publications Inc.) 08/05/96	EU	ROC	HART HOT 100 072496 EMEDIA	GE	RM/	INY (Macin Control 07/90/96			E (SNEP)FORTH-UW) 07/27/96
ES LAST	SINGLES	THIS WEZZ	LAST		THES	LAST			WEEK	
MEN	NAMEDA NO KAGE SYNEANO INCUCTOR	1	1	MACARINA LOS DEL RIO UNICIO	1	1	KILLING ME SOFTLY FUGEES CILLMIN	1	1	THE, THE BASE CARRAPICHO NO.
	ATSURE NAME MAKE ONGURO IL OVIN	1.5	1 5		1 2	3	I CAN'T HELP HYSELF KELLY FAMILY ON INSONMA FATHLESS WILKOND	5	2	MACARDIA LOS DEL RID AROLA
1 1	AND INACTIONS TOMAR vertice	1 4	4	LEAGH TREE FOOLS GARDEN INTLACEND	1.2	1.5	WHERE DO YOU GO NO MERCY WISH	3	3	JE TE DONNE WERLOS APART IM
	ASIA NO PURISIN PUPPY (POSING	5	3	FABLE ROBERT MILES THE	1.3	1.2	COCO JAMEDO MR PRESIDENT WIN	4	4	KILLING MC SOFTLY FUSCES 10VT
1	SPARK YFILDW MONKEY courses.	6	12	THE THE CHROAPEND HER MANAGER SPICE CITYS AND IN		9	BREAKFAST AT TIFFANCS DEEP BLUE SOMETHING	. 5	5	MACARENA LOS DEL MAR SALEMES
NEW	MERCATON YULKU TORRO SINT	1.2	10	COCO JAMEGO MR PRESIDENT CURCUMUNIA	1 -		MFA.	6		LEMON TREE FLOCS GARDEN IM
	MACHINESE YUMI ARM 100HOLDH	1 8	6	GET DOWN (YOU'RE THE CHE FOR ME) SUCKATRIFFT	7	6	MACARENA LOS DEL RID 464	7	7	SAMBOLERA MAYI SON PHADJA NIN 100
	AMO NOTOGAMA SPIRITUAL MESSAGE SOUTHERN		1 1	BDYS, KAMALINE		10	IRONG ALANS MORESPETTE MA		11	PIU BELLA COSA EROS RAMAZZOTTI ARO
	ALL STARS across	10	22	INSOMNIA FATRLESS PHINARE	9		GET DOWN CROWRE THE ONE FOR MID. BACKSTREET	9		MISS CAMPING BORIS YERSALIS
	SPANE STORY TRE MIXTURE	11	10	BECAUSE YOU LOVED ME CELINE CHON			BOTS ZIMBAINT	10	13	FASTLOVE GEGAGE MICHAEL WIGH
NEW	PORTATE LOW I MENN AND WAT WAT	1		THEME FROM MISSION IMPOSSIBLE ADAM	10	18	FOREVER LOVE GARY BARLOW HOL	11	10	FABLE ROBERT MILES SONT
0 10	PUREMEN COME A SAFANI CAST MICE SAME	12	1-3	THEME FROM MISSION IMPOSSIBLE ACTOR	11	12	BOOMERANG BLUMCHEN DIS	12	1.5	RETURN OF THE MACK MARK MORRISON

18 NEW

18

RETURN OF THE MACK MARK MARKSON WAS I CAN'T HELP MYSELF RELLY FAMILY ON NEWTRY USE MOTO MAKE NAMES STATE OF CONCOUNNESS WHICH MAKE 15 MYSTERIOUS GIPL PETER ANDRE FEATURING BURDLE FR BANK ANDREW

BUDDLER RANK WISHOOM SOLDIER SOLDIER CAPTAIN JACK IN MACAPENA LOS DEL MAR HAVES ALBUMS

PUGEES THE SCORE COLLINGS.
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HITS OF THE SEE U.K.

23

28 25

VARIOUS ARTISTS PIRKTE RAZIO VOL. 5 GARATI AUSTRALIA (Audiodan Record Industry Assn.) 06/04/96 RULLING ME SOFTLY FUGEES COLUMN. BECAUSE YOU LOVED ME POWER OF THE GREAM

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CANADA (The Record 07/29/96

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PROCESS THE SCORE COLINERS LA BOUCHE SWEET CREAMS INC. CASIS CHERT'S THE STORYS MORNING GLORYS

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14 DON'T PULL YOUR LOVE SEAN MAGUINE MA. 15

LONGONE D.AM. I FEEL ALISHES ATTIC NEWSFIRE YOU'RE MAKIN ME HIGH TONE BRAKTON CLAUSE YOU LOVED ME CELINE DION ONE PEME FROM MISSION IMPOSSIBLE ADAM ANTON & LARRY MULLEN MENEUMPAUDON OW BEZARRE CHIC POLYDOR

MCW

21

22

Him Of The World is prescribed at Billiourist codes by Bob Macaganaid and Alisan Smith. Contact 171 323-6686. for 171 323-2314-2316

COLAMA
MESSING YOU TIPLE TURNER PROJECTOR
SUBSING UMBOZA POSTWANA
ELEVATOR SOWS OURSTAR POR
LEMON TREE FORCE SAFEDIN THORROW
HOROGY BYOMES TONY RICH PROJECT LINED AND IN TOOD TERMY FEATURING MEETING WASHING A SOCIETY SECOND MAINTING THE BAN WE CAUGHT THE TRAIN OCEAN

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CRANSERSES TO THE FATHFUL DEPARTED

ITALY (Missia a GladelFIMD 07/29/96

FABLE ROBERT MLES INC SUMMER IS CRAPY ALFER ON FREED FROM DESIRE GALA SO IT YOURSELF NOT LEMON TREE FOOCS GAPDEN INCINCOS PRESENTED PROBE DESIRE CALLA SO THOMESTATION LEMON TREE FOOL'S GAPDEN INFEROND PROFOSO ROSSO FLOTTER INTERNACE MAJE PUSNING BOTS DEUTOSON TRANSLATURE MARKE THE WORLD GO FOUND SANDY B YOUNG

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MASSIMO OLOFELSIALO AVINIE enc.

SPAIN (TVENTYE) 07/20/96 SEVEN DAYS & ONE WEEK B.S.E. HAVENING HAPPY DAYS FRAKTAL 3 MAINUTE TO THE HOUSE BEAT SISTEMA 3 MAKENING MUEVE LA CADERA REEL 2 REAL CHIMMAIN FLYING BUSKER BAND MANAGE

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EROS RAMAZZOTTI DOVE C'E MUSICA HIA GLORIA ESTEFAN DESTINE OFC ALANIS HORISSETTE JAGGED LITTLE PILL HAVING AMISTADES PELIGROSAS LA PROFECIA DIMIDOCIO 'New' indicates first entry or re-entry into chart shown.

16 HEW

ETHERLANDS (Stroning Mage Top 50) 07/24/96

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NEW ZEALAND (MANE) 07/25/95

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SWITZERLAND IMerica Control Switzerlands 07/24/96

I CAN'T HELP MYSELF KELLY FRANK! IN

COCO MANGOO ME PERSONAL MANUEL MACAREMA LCG OCL RIO mig

GET DOWN (YOU'RE THE ONE FOR MID ENCYSTREET

RETURN OF THE MACK MARK MORRISON FABLE ROBERT MILES POSSONI

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ALBUMS PUGEES THE SCORE COUNSE S MORESSETTE ANGSED LITTLE PELL MARTE ASON & GERT SAMSON VOL. A new or CELINE DION FALLING INTO YOU you

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FINLAND (Swept Finance) (2721/96

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FOREVER LOVE GARY BARLOW HO STARTER PRODUCT & Proposics UNTIL IT SLEEPES METELLICA WITHOUT THE ME AWAY CLATURE BEST BASE FOR CONT.

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IO PUGES THE SCORE COLUMN
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PORTUGAL Invispositi 01/2026

HAS IT WAS WITTEN COLUMN GEORGE MICHAEL CLOCK HIGH DELFINS O CAMINIHO DA FELICIDADE WIRIJA

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NEW

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ING FORGET YOU, I CAN'T DO THAT MMI CHENG CAN'T GIVE UP MANEE SOUNDTRACK YOUNG & DANGEROUS HIT ING ANDY HUT 17 SUPPRISE GREATEST HITS CHAM

PRINCIPLA CHAIN POLYGRAM BR EXTREME TOME DOLOUR SERIES POSTIONS

MORE SANDY LAM THE NIGHT IS TOO DARK YOUR

HITS OF THE WORLD GLOBAL MUSIC PULS

EDITED BY DAVID SINCLAIR

IRELAND; It was several years ago at a festival in Norway that the Irish group Four Men And A Dog first met American old-timers the Band. The connection eventually led to Four Men
And A Dog recording their third album, "Dr. A's Secret Remedies" (Transatlantic Records), in 1994 at Rand drummer Levon Helm's stu-FIRE



die in Woodstock, N.Y., with Aaron Hurwitz as producer. Returning to Woodstock earlier this year, Four Men And A Dog recorded their new album. "Long Roads." a mixture of priginal compositions by singer/suitariet Kevin Doherty, a handful of traditional Irish tunes, and a rip-rearing revival of the Sam & Dave standard "Hold On, I'm Comin" " turing guest performances by members of the Band. Since convening in 1960, Four Men And A Dog have experienced several personnel changes, partly as a result of the group's punishing global touring schedule. Per cussionist/singer Ginn Lupari, one of the two founding members still on board, says, "The more you delve into how we came to be who we are today, the more complicated it gets." What is not so difficult to see is the high esteem in which

Four Men And A Dog are held locally Last year, the group shared a stage in Belfast, Northern Ireland, with Van Marrison and President Clinton, who was there to switch on the city's Christmas-tree lights

U.K./RAC: The Iraqi master of the oud (Arab lute), Naseer Shamma, delighted a crowd of enthu-siastic Arab expatriator in July with his first appearance in the U.K. The event, organized by the Arab Club of Britain, took place in Kensington Town Hall, West London, and offered a pre-cious opportunity for lowers of the cod to enjoy an evening of authentic and original music. Sham ma is a creative performer who stays close to his roots, and in a program called "Migration Under The Moon," which featured many of his famous tunes, he took an appreciative audience on a journey through time and musical genres. Displaying great technical skill and agility, he made deft use of two- and three-chord modes, expertly played with a plectrum, in both new and familiar positions on the oud. His instrumental compositions are usually much more than just improvisations on traditional or self-inspired themes, and one of the most moving numbers was "Elamiriya," a beautifully constructed piece inspired by the horrors of the American bombardment of Baghdad, Irsq, during the Gulf War. Born in 1963 in Al-Kout, Irsq, Shamma graduated in 1986 from the Institute of Musical Studies in Baghdad and went on to compose music for Iraqi and Arab films and TV serials. He now lives in Tunisia, where he teaches at the High Institute of Music. He has toured several Arabic and Mediterranean countries and has won a number of prizes, the most recent being the Medal of the Portuguese University in Lisbon, which he received earlier this year.

POLANO: The legend of Lynyrd Skynyrd lives on through the music of rock band Harlem, who Pollow. The regent of Lynyrd skynyrd lives on through the music of releast abum, "Lustra" (Mirrors) on the Eurocom label, boasts a version of the Skynyrd anthem "Sweet Home Alabama," Polish-style. Given new byries and retitled "Nie Bylem Nigdy W Kalifornii" (I've Never Been To California), the song fits perfectly into a repertoire that reflects Hariem's love of traditional, Anglo-American rock music, such

as Led Zeppelin, ZZ Top, Bruce Springsteen, and Eric Clapton. With songs that celebrate the good-time rock n'roll lifestyle to the hilt, "Lustra" has won critical acclaim in Polish magazines Popcorn, Brum, and Tylko Rock, while the group's song "Hedone" (Hedonist) has topped the Maxyezra Jedynka chart, presented simultaneously on Radio I and TVP 1. Other songs, such so "5.30" and "Polski Harlem" (Polish Harlem), continue to uphold the hard-rocking tradition, but one of the outstanding tracks on the album is the beautiful and comparatively sensitive "Blues O Zdrudsie" (Unfaithful Blues). Like its heroes, Harlem is in its elec

live, and the band has become a fixture at Polish festivals and open-air events, including Play box in Katowice, Rock Mole in Sonot, and Azrykola Park in Warsaw. BRATA PRZEDPELSI

SCOTLANO: The birthday of Robert Burns, Jan. 25, 1759, is celebrated all over the world. However, it is the 200th anniversary of the great bard's death July 21, 1796, that has triggered the release of a remarkable new alhum by admired jazz singer/actress Romey Carr. "Robert Burns...A Woman's Man' (Alba Records/Ramishaw Ltd.) features 16 of the more than 200 senses Burns wrote during his lifetime, performed by Carr, who is discreetly accompanied by violin, cello, flate, piecelo, plano, and double bass. The 47-year-old singer, who lives in Gogrock, Scotland, near the banks of the River Clyde, has devoted many hours to researching Burns' life and music, and her acrupatous attention to detail is reflected in stirring performances of songs that range from the haunting, remarkic ballad "Aye Waskin", O" to the proudly defaunt "Scots Wha Ha'e Wi' Wallace Bled," often regarded as the unofficial Scottish national anthem and one of the world's greatest freedom and marching songs. "I doubt that we will ever see the genius of Robert Burns repeated," Carr says. "I hope I have done justice to Scotland's greatest poet." A Robert Burns repeated, "Carr says." I hope I have done justice to Scotland's greatest poet. "A similarly overcative album, ablett in a more contemporary vein, in "Societti Mooda" (REL Roccenh), a collection of traditional Scotland hallads performed on acoustic guitars by Celtic Sparit Here, old forurites, including "Over The Sen Yo Stoye," "Flower O'Scotland," "Wall Moutaids Thyme," and "Auld Lang Syos," are given a gradle, new-age touch. Insagine Mark Kumpfler playing those familiar mass while letting in a field of beather, and all without as act of bugpipes or a marching drum in sight.

Russian Officials Gather To Learn To Fight Piracy LONDON-Senior Russian legal fig-

ures have attended the country's first anti-piruey enforcement semir The meeting, held July 17 and 18 at

Lake Baikal in Siberia, was attended by customs, tax, and tracie officials and police. The agenda was to give them the expertise to fight domestic piracy and stem the flow of illicit goods from

The meeting was organized by the Bassian group of the International Fed-eration of the Phonographic Industry (IFPI) and had the support of the Russian Interior Ministry and other state authorities. It was held as part of the European Union's TACIS program of international development of convright Irina Savebreva, bead of IFPI Russia, says the meeting brought together



European part of Russia In Siberia, a special focus was given to the importation of illicit CDs across the long border with China Sasahwan da.



product with a Malaysian service on the

anticipated satellite service Childs

says the channel will bunch as pre-

dominantly English-language but will

expand its local production over time to

We'll be taking programming from

right agross our footprint," says Childs.

We've pretty much proved we can

Channel V's Malaysian service has,

"We have had an 'observation'

though, already come under official

from the gravernment," says Childs, "It

was a dance show on Metrovision that

they said was just too raunchy. But we

don't play that kind of stuff on the

MTV Asia is also rumored to be in negotiations with MEASAT to carry the

channel's Malaysian service, although

executives there declined to comment

the greater choice delivered by an

indipenous satellite service, it will still

be in a position to regulate the level of

A proposal to amend 1988's Broad-

sting Act, thereby legalizing para-

essent The Information Ministry has

restricted dish size to 0.6 meters in

width (2 feet) Ideally this would limit

viewing to channels broadcast on

MEASAT which will provide an initial

20 channels of programming (although

arabolic dishes of the size advocated

Information minister Datuk Mo-

hamed has reasoned that other, un-

specified dishes might enable access to

"clandestine" programming. Monamed

says that it would be illegal to use other

types of dishes. Those who use dishes

exceeding 0.6 meters will be subject to a

proposed fine of 100,000 Malaysian ring-

git (\$40,000), three years in jail, or both.

sources say, record companies are

boosting video budgets, but not solely

on the merits of MEASAT's potential.

A number of locally produced terrestri

al and cable programs are increasing

the importance of video as a medium for

The Record Industry of Malaysia, for

example, has several new chart shows

in the works for a variety of repertoires.

ting music from the ground up.

Meanwhile, Malaysian industry

by the government have the capacity to

receive 32 channels).

shes in Malaysia includes a

lite penetration for its pop

The Malaysian government appears

on any discussions at press time.

whole, so we're pretty safe.

broadcast into Malaysia and not offend

become a Malaysia-specific service.

JEFF CLARK MEADS

MAI AYSIAN GOV'T CONCERNED OVER MUSIC TV recently publicized plans to localize ita

are understood and in place before the scheduled launch of Malaysia's first commercial indigenous satellite MEASAT has been summoned to work closely with various regulatory bodies. These include the Ministry of Information and Ministry of Home Affairs, which are working to nail down the broadcaster's responsibilities under the country's Film Censorship Act, which currently covers taped programs. New regulations that may be drafted to cover the vagaries of live satellite broadcasts. rwhile, are "still being sorted out

Darren Childs is director of business opment at Channel V, which for the last year has been broadcasting into predominantly in the Klang Valley, site of Kunia Lumpur and Malaysia's larg est urban concentration. The channel

WARNER INT'L

(Continued from page 43) Hashizume, who was previously GM of Sony's No. 3 domestic A&R division, says he intends to build East West into Japan's "ton record company" His strategy, he states, will be based on nutting artists "at the center of our

. Michael Yao has been named managing director of Warner Music Taiwan, with immediate effect The previous holder of the post, Wu Tsu Tsu, was promoted to the new post of VP, China region, in February and remains chairman of Warner Music

Yan, who was marketing controller at China Television Network from March 1995 to January, was previouspany Sweeten, which he founded in

Sweeten was home to Wan Fang, Gang Ze Bin, Zao Yong Huan, Treng Chi Yu, Hau Jin Chun, and Cheng Jin Yi, whose releases sold in China and perapore as well as Tokean Yao's duties in his new post will include assessing marketing and dis-

tribution opportunities in mainland China . Didier Durand-Bancel has been appointed president of Warner Music rnational's French-based classical operation, Erato Disques, effective Durand-Bancel was previously director general of the label.

Ian Tyson Compiles 'All The Good 'Uns' Solo Work Of '60s Folk Star Reissued On Vanguard

■ RY LARRY LoRLANC enced country wasie. The disagnoi

TORONTO-Two decades and nine sele albums after the breakup of his folk duo Ian & Sylvia, Canadian singen' songwriter Ian Tyson believes he's at

I'm getting to be a pretty good singer," saye Tyson, "I don't smoke anymore, and I don't drink as much. Also, I live in one of the healthiest places in the world." Tyson lives near High River, Alberta, on his T-Bar-Y ranch, The property's down payment came from tackling it, and how raids should be con-

lities from Neil Young's recording of Tyson's song "Four Strong Winds In listening to Tyson's 19-track com pilation "All The Good 'Uns," it's difficult to disagree with the singer's assessment of his vocal abilities. The album was released in Canada July 23 by Edmonton, Alberta-based Stony Plain Records and will be issued in the

U.S. by Vanguard Records Sept. 17. Festuring striking cover art of cowboy paintings by Montana artist Buckeve Blake, the compilation is drawn from Tyson's six Stony Plain record ings devoted to the imagery and myth-ology of cowbor life. Also included are two new tunes, "The Wonder Of It All" and "Barrel Racing Angel."

Vanguard and Stony Plain pushed Tyson, whose fans include Young, Sorth Brooks, Steve Earle, Jerry Jeff Walker, Townes Van Zandt, Tanya Tucker, and fellow Canadian Gordon whifeet, to compile the retrospective alhum. Tyson, however, initially resisted the idea. "It was hard for me to get escited about it, because my hardcore fans have all my albums," be says. Tyson says that with more than 50 continue or Western atule source in his

recorded repertoire, it was difficult to nick sours for the retrespective. He asked friends to compile short lists of favorites. Says Tyson, "Songs that made the ton flux were 'M.C. Horses.' Gift," Navajo Rug, "Irving Berlin (Is 100 Yra Old Today's and 'Fifty Years Ago The cornerstone of Tyson's retroetive is his fascinating 1986 album "Cowboyography," which contributes air songs. That album paid tribute to Charlie Russell, the great American Western painter of the mid-1800s. "Cowboyography" is Tyson's best-selling altum and his only recording to be cen tified platinum in Canada (100.000 units). It resulted in Tyson winning a

Juno Award as top male country singer in 1987 and sweeping the Canadian Country Music Assn. (CCMA) Awards the same year, taking boners for top male vocalist, top album, and top single ("Navajo Rug," co-written with Tur Russell). In 1988 and 1992, Tyson again wan the CCMA award for ton singer While Stony Plain Records in Edmonton handled Canadian distribution of "Cowboyography" and Sugar Hill Records released it in the U.S. in 1986 Inn and his wife, Twylia, initially sold it. to the cowboy community by mail order on their Eastern Slope Records label. Today, Tyson still marvels at the silvem's crystal-clear musical vision,

which, he says, came about by chance

"It was just serendipity," he says. "I had

[Producer Adrian Chornowol] brought

songs, but I didn't have the sound

IAN TYPON was a once-in-a-lifetime thing.

We never eaptured that sound again, It Perhaps it was inevitable that Tysos came to sing about cowboy life. As a kid growing up on Vancouver Island, he was spellhound by the writings and drawings of cowboys by Quebec-born Joseph Dufault, who wrote 24 books under the name Will James. In 1966, when Tyson started per

forming, he vocally mimicked Roy Acuff and Marty Robbins in a loca country band, Taller O'Shea & his Pis tol Packin' Rhythm. Next, he per formed with a Vancouver-based rockabilly band, the Sensational Stripe In 1958, while performing with his first partner, Don Francks, Tyson met Sylvia Fricker at the First Floor Club in Toronto's Yorkville district. Isn & Sylvia formed as a part-time due in

1959 and went full-time in 1961. During this period, Toronto boasted a cont follo muscie enhanttume, and Inn & Sylvin-performing English, Seettish, and truditional Appalachian balknown of the local performers Anxious to make their mark interna tionally, in 1960, the due went to the center of the North American folk move

ment: New York. Manager Albert Grossman, who had just started han ding Peter, Paul & Mary and who would later work with Bob Dyian, agreed to take them on. In 1961, the duo signed with New York-hosed Vancourd Rec. ords, the leading felk label at the time By 1962, following Dylan's lead, the Ign's first attempt at songwriting was Four Strong Winds," which was followed by "Someday Soon." Bobby Bare's weston of "Four Strong Winds reached No. 3 on Billboard's country singles chart in 1964, Judy Collins' ver sion of "Someday Soon" reached No. 55 on the Billhoard singles chart in 1969. and Suzy Bogguss' version peaked at No. 12 on the Billboard Hot Country Singles & Tracks chart in 1991.

For the next four years, Ian & Sylvia who married in 1964, worked the North American folk circuit of coffeehouses and college dates. They sold out New York's Carnegie Hall twice, were featured in major folk festivals, and became the first to cover Lightfoot songs. Tyson has hittersweet memories of lan & Sylvia's folk days, "I listen to ose early Vanguard recordings, and have no memory of them," he says. n't even remember recording them As the popularity of folk music a unique sound to the album, which was waxed in the mid-'60s, the Tysons recorded in Calgary on equipment turned to the challenging uncerta

of experimental make and invadingly.

ing "Lovin' Sound" album in 1966 on ambitions albums, "Nashville" on Van guard (a contractual obligation) in 1968 and "Full Circle" on MGM the same year. The Tysons then formed the group Great Speckled Bird, named in honor of Acuff's 1941 hit "The Great eckled Bird." Although that group's odd Rundgren-produced alb sased on Ampex Records in 1969, sold poorly, it is now considered a class sic of the country-rock genre. In 1969, Tyson began hosting the

Canadian country music television series "Nashville North" on CTV. Renamed "The Ian Tyson Show" in 1970, it run for five years, During this time, the Tysons recorded two Columbia Records albums, 1971's "Ian & Sylvia and 1972's "You Were On My Mind. Finding their formst musically constraining, Ian & Sylvin split in 1975, the same war Tyson ouit his TV series. Divorced the following year, the two have restricted only once, for the CBC-TV special "Ian & Sylvia Reunion" in 1986. Sylvia now records with Denon Records in Toronto as a soloist and with the group Quartette.

After departing Vanguard two decades ago, Tyson returned to the label in 1994 with the release of his album "18 Inches Of Rain." Vanguard has ince reissued all of Tyson's Stony Plain catalog worldwide. "Ian'a our higgest seller at Vanguard for [current] artists, and he's a great catalog seller, says Meg MacDonald, publicity director of Varguard Records U.S. When Tyson agreed to make the 'Ali The Good 'Une" compilation, he insisted that it include two recordings not available on his other albums. "Barrel Reging Angel" and "The Wooder Of It

All" were produced by noted Canadian jazz pianist/producer Doug Riley at the Puck's Farm studio in Schomberg, Ontario, north of Toronto Doug was so wonderful to record with, and the songs turned out the way I wanted them to," Tyson says Whether or not they'll get played on the radio is a snother thing

Jay Hitchen, PD/music director of country station CHAT Medicine Hat, Alberta, added "Barrel Racing Angel immediately when it was released in Caracia July 16. "Southern Alberta loves Ian Typon," he says, "However, there are certain songs of his we play that other radio programmero won't touch According to MacDonald, Vanguard

has yet to decide which of the two newly ded tracks the label will pitch to U.S. radio. She says, however, that the label's strategy will be to position Tysor at Americana, folk, and country radio formats, "Americana didn't even exist when '18 Inches Of Rain' came out, but that format will allow us to take ful advantage of tour support, press, and retail opportunities for Ian," she says. Today, Tyson and his trio, which features guitarist Nathan Tinkham and etric bassist Phil Hall, perform some 60 dates throughout North America annually. "We're not doing a nostalgia m," says Tyson. "We get up there and rock. Both my guys sing harmonies it's just deadly in tune, and audiences really react. If I'm still playing and per-forming really well, I'll probably con-

time [performing] for years."

Merchants Marketing

Uptempo Distribution At Allegro

Indie Company Has Branched Out Beyond Classical

■ BY FRANK DICOSTANZO

NEW YORK—Like the fast musical tempo its name suggests, Allegro, a privately owned independent distributor known for its classical labels, is wasting no time in orchestrating its rapid rise as one of the largest music distributors in North America.

Reaching out into pop, jarr, new age, world mass; R&B, internalnal, and other genres, the 14-year-old Purtland, Ore-based company, the began as a specialty import mallorder business, now provides exclusive distribution and marketing servvices to more than 150 independent labels. Its estalog boasts more than 12,000 recordings. "Basically, we've volved from being a deep restator distribution being a deep restator distribution

esotoric classical maic to becoming a broad-based classical distributor to selling well beyond classical, "Allegro. Boe Micaldic president of Allegro. Boe Micaldic president of Allegro. enced stellar growth in the seven years since it was purchased by Joe and his brothers Rice and Viscent Micallef. Over that period, annual Micallef. Over that period, annual Micallef. Over that period, annual million, an increase of 1,400%. "Our million, an increase of 1,400%." Our million, an increase of 1,400%. "Our Bales have doubled every 18 months over the last seven years," reports about the proposed of the pro

sales, followed by jazz, 25%; world music, 15%; and other categories, 10%. CDs make up the bulk of product, with audiocasectes accounting for less than 10% of sales and video less

than 5%. "Video, which we began selling last year, is something the company is getting more and more into," netse Micallet. Recent label-distribution agrements include Alanna, Doremi, Essay, Urtext, Networthy, Jude Box Tressures, and Inner Pesse Music. Although Allegro represents more than 150 labels, Micallef says, that number is deceptive because it includes sublabels. "In reality, we have about 30 key vendor relationships, which represent 80% of our turnover."

ALLEGRO

Micallet stresses that despite the distributor's agressive pain histomonelassical sales, the classical extensive size of the core business. "We'll continue to expand our position in classical to the same degree that we'll be parameter of the continue to the same degree that we'll be parameter of the continue to the same degree that we'll be parameter of the continue to the classical market and the classical market has green repatation to the classical market has been also that in the classical market has been also that have taken place in our caladiog in the last five years," says Lee Knuth, director of marketing.

marostug.
Notably, Allegro's growth has occurred during a persied of rapid change within the distribution industry. Consolidations, a shift from regional to national distribution, the creation of independent distribution alliance "webs," and a greater majoriabel distribution presence have raided to the control of the co

ically transformed the distribution landscape, forcing some independents cut of business.

"We have a reputation in this industry as someone who is rewriting the rule book on independent distribution, and I'm proud of this," states Micallef.

He adds. "The traditional inde-

He adds, "The traditional independent distribution model, in which the distributor is little more than a pick-and-pack operation, and the sales and marketing staff is confined to more order-taking, is a system that is no longer economically viable in today's marketplace." According to Micalled, Allegro in internally organized in much the same way as a consumer-product company. Essentially, each label is assigned to a marketing coordinator, who has the responsibility of managing label relationships and working closely with the individual label to formulate long-term strategies, for both the label as whole and its specific artists and titles. Plans are related to the product of the product of

"We work best with labels that see us as a leng-term strategic partner where we're intimately involved with their entire product and its development," explains Micallef. To that end, he emphasizes that Allegro sees itself less as a distribu-



(Continued on page 55)

Video Consolidation Continues Apace Blockbuster Purchase May Signal New Spree

■ BY DON JEFFREY

NEW YORK—While upstart home video retail comparies have been stealing the spotlight on Wall Street and in the industry for rapid consolidation in rocent years, it seemed as if the industry's colosses, Blockbuster Video, was

BLOCKBUSTER VIDEO

remaining backstage. But its amountment last much that it had acquired the 30-store, Buffalo, N.Y.-based Video Factory abuved its competitors and investors that it is still very much a player in the acquisition game. The other large retail companies— Hollywood Entertainment, Movie Gallery, West Coast Entertainment,

and Moorkes—are publicly held companies that have to Impress Will Street with well-executed growth. Blockbuster was equired by media coning the street of the street of the still subject to the servative of Wall as Street simplysis, particularly now that Viacon's stock is under pressure. The other companies are much smaller than the garganton in Fort

The other companies are much smaller than the gargantum in Fort Landerdale, Fin, which counts about 4,880 stores in the U.S. and other countries. But Blockbaster's highly publicated by the Blockbaster's highly publicated purchase of a relatively small chain is meant in part to put its competition on notice that it may be stepping up its acquisition efforts.

petitors on notice that it may be stepping up its negasition effects.

Scott Barrett, president of Blockbuter Video, says the company will probably acquire 175-200 stores this year (Billboard, Aug. 3).

Portland, Ore-based Holly wood Entertainment has grown from 160 to 382 stores this year, an increase of

189%. Hollywood, like Blockbaster, is an acquirer of relatively large stores. Another fast-growing chain in Moories, which has increased its count from 87 stores a year ago to 190. Aimee Bieard, investor relations coordinator, says that the Greenville, S.C.-based chain prefers mislated stores, at 10,000

Moovies

square feet and with volumes averaging \$500,000 a year.
West Coast Entertainment, the third-largest chain in the U.S., has grewn from 308 steres to 308 in the hast year. Steve Appel, VP of corporate development, says the Philadelphisbased company looks for large atores.

(Continued on page 51)



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Summer Means Hot Sales On Cape Cod

Lack Of Big Retailers, Vinul Help Spinnaker, Strange Ways ■ BY DON JEFFREY

HYANNIS, Mars.—Everyone knows that when you're a shopkeeper in a summer tourist area, it's anything but

sun and fun. "Sometimes I'm working about 100 ours a week, easily," says Cameron Wieden, co-owner of three record tores on Cape Cod, Mass. "It used to be more. I've cut back."

He's on the job seven days a week during the summer rush, dividing his time between Spingaker Records outlets in Hyannis and Falmouth and Strange Ways in Provincetown. Wieden estimates that he does 50% of his annual business from Memorial Day to Labor Day

One recent Sunday evening, the Hyannis store, located on the busy commercial strip of Main Street, wel comed a steady stream of mostly young people into its 1,100-square-foot space. Business has been good. Last year, revenue rose 15%-20%, to about \$2.2 million for the three stores.

"The whole Cape is doing very well this year," says Wieden. "In the late '80s, it dropped off, but in the last two years, it has been increasing. It's like a cheap vacation for people from New York or Boston, instead of going to

And profit margins are rising, too, he says, which is not generally the rule among music retailers these days. But that is not really a function of a



Main Street in clowntown Hyantis. ss. (Billboard photo)



obust market for new music rele Wieden buys all his major-label product from wholesalers like CD One and Valley Record Distributors, and he prices most of his CDs at \$11.99 and



in used CDs, cassettes, and vinyl, which account for about 40% of his music sales. Wieden says he buys \$300-\$400 worth of used CDs per day from customers who

walk in off the street in Hyannis, and he rings up about \$1,000 in sales And then there are the nonmusic items. T-shirts do well here, priced at \$15 and \$20 (for tie-dyed). Posters, patches, music books, music videos, and wen hair dyes help boost margins. But music still accounts for about

85% of total revenue. The inventory of the three stores includes about 75,000 tèles Winden uses he has no owines short the business but figures that he "probably would be complaining if a Leeb-

mere or a Circuit City moved near me." That doesn't mean he lacks competition. Within a five-mile radius of Spinnaker, there are five other record stores (Newbury Comics, Coconuts, Straw berries, Record Town, Tape World) an ecord Town, Tape World) and a Kmart. Newbury which opened sey years ago, "stole a little of our thunder."

Asked how he achieves 15%-20% revenue growth with all those competitors nearby, he says, "A lot has to do with our accord-hand product. But it also has to do with our diverse catalog. We carry a little of everything. We carry a lot of imports. We usually do a good job of stocking stuff the other stores don't.

Vinyl, which is making a comebnek,

RETAIL. Blockbuster Entertainment Group in Fort Lauderdale, Fla., promotes Thomas C. Byrne to vice chair-man and Adam D. Phillips to executive VP. They were, respectively, executive VP of corporate development and senior VE general counsel.

EXECUTIVE TURNTABLE

DISTRIBUTION. Alliance Label Devel opment appoints Anne Armogida alternative label manager. She was director of marketing for Sector 2

HOME VIDEO. Megan Branigan is named marketing director for CBS/Fox Video in New York, She was director of video programming at Columbia

50

Jennifer Thieroff is named mana er of press relations at Britt Alleroft in New York. She was marketing managor for the Discovery Zone.

MCM/IIA Home Entertainment in Santa Monica, Calif., promotes Allan Fisch to executive director of video ser rices, and Naney Hawtof to director of video services. They were, respective ly, director of technical services and sanager of video services.

Please send all information for the Merchants & Marketing Executive Turntable to Billboard, 1515 Broadway New York, N.Y., 10016. Photos are seed

gives Spinnaker another edge. Three years ago, Wieden gave up on the configuration, but now, with so many popular acts releasing their albums on vinyl, business is picking up. He says he sold about 15 LP copies of Metalli-ca's new album, "Lead," in Hyannis. "Newbury Comics carries some vinyl, but none of the others do. So [with] any new releases that come out of vinyl, I do were well.

The stores sell mostly pop and rock recordings. The Hyannis store has no country or classical. Falmouth and Provincetown have classical, but nei-ther stocks country. The demand does not seem to be great. "Two country stations on the Cape changed over to alternative," Wieden notes. 'Falmouth is pretty much a clone of

this one," he says, referring to the Hyannis shop, but the one in Prov town has a different style as well as name. With a large gay population in town, dance music is bigger at Strange Ways than at Spinnaker. When the



Records does a good business in Tshirts. Some of its selection is pictured on the wall above. (Billboard photo)

Dove Matthews Band and the Smashing Pumpkins were topping the charts in Hyannis and Falmouth, Everything But The Girl was the biggest seller in Despite the fact that summer is the

elling season, the stores do not close after Labor Day, However, the scene does look different in September. "Unfortunately, a lot of shope close up around you and it becomes like a short Provincetown's population narrows

from about 50,000 in the summer to roughly 14,000 in the winter, and Fldmouth's count fails from 40,000 to 20,000. Hyannis, however, doesn't drop off as much.

Hyannis and adjacent Yarmouth aintain a population of about 75,000 in the off-season. "It's almost considered a suburb of Boston," says Wieden. Wieden, who is 32, was born in Virginia and traveled all over as the non of a Marine before his family settled on the Cane more than 15 wars are. He began working for a local music chain Music Smith, that later went out of

In 1986, co-owner Jeff Grant, a native Californian, came to the Cape, and he liked it so much that he decided to stay and start a business. He opened the first Spinnaker on Main Street in 1986 (not the same location as the cur rest store). Wieden says he was hired in 1988 to "help (Grant) run the store with the accounts," and he became a partner a year later. Grant left the dayto-day operations of the stores to Wieden soon after that and now lives in Bourne, near the entrance to the Caneand commutes daily to consulting work in the Boston suburb of Weilesley

newsline...

WALT DISNEY CO. reports that pro forms revenue from its Creative Content division increased 24% in the third fiscal quarter to \$2.4 billion, while operating profit rose 13% to \$297 million. Creative Content includes Disney's film, home video, television, and record companies. The pro forma results assume that the acquisition of Capital Cities/ABC occurred

The War Dissep Company.

before last year's third quarter. Disney states that the increases reflect, in part, domestic home video results from "The Aristocats" and "Pooh Adventures." For the nine months that ended Jane 39, Creative Content operating income fell 7% to \$1.2 billion on a 17% rise in revenue to \$7.8 billion. The company attributes the profit decline to a difficult comparison with the previous year, when "The Lion King" was released domestically on video.

ORION PICTURES says it has made an agreement with Rank Film Distributors for the financing, production, and distribution of three feature ns. The two movies now under production are "Eight Heads In A Duffel Bag," a comedy directed by Tom Schulman and starring Joe Pesci, and "Independence" with Drew Barrymore. Orion will release the films to theaters and on home video.

METRO-GOLDWYN-MAYER has obtained commitments for a \$350 million revolving credit facility from a group of U.S., European, and Japanese banks. The loans will be used to fund the production and distribution of MGM and United Artists films and television programs. As reported, MGM's owner, Credit Lyonnais, has agreed to sell the entertainm pany to a group that consists of financier Kirk Kerkorian, studio executives led by chairman Frank Mancuso, and Seven Arts Network, an Australian company partly owned by Rupert Murdoch's News Corp

DCC COMPACT CLASSICS, a Los Angeles-based, publicly owned record company that specializes in compilations, has begun to diversify with the acquisition of Photo Dimensions Inc., developer of a single-use camera. PDI, based in Winston-Salem, N.C., is a division of Re-Pac Corp. The single-use camera produces a photograph that contains a caption.

WAXWORKS, the music and video retailer based in Owensboro, Ky., announces that its annual convention and trade show will be held Oct. 6-8 at the Ramada Resort and Convention Center in Owensboro. Jeffrey Eves, president of the Video Software Dealers Assn., will be the keynote

THE GOOD GUYSI, the San Francisco-based consumer electronics retailer, reports a net loss of \$3.4 million on \$196.5 million in sales for the third fiscal quarter, which ended June 30, compared with net income of \$2.2

million on \$198.3 million in sales in the same period a year ago The company says its weak results reflect " high consumer debt levels and a lack of new and

the good guys! exciting products to drive demand." Good Guysi and Tower iointly oper-

ate electronics and entertainment retailer Wow! in Las Vegas and plan to open a superstore in Southern California this fall.

BLOCKBUSTER MUSIC has selected RetailVision, a designer and manager of retail magazine programs, to direct a new magazine section in stores that allows up to 360 titles to be displayed. More than 425 stores will parcipate in the program. Middlebury, Vt.-based RetailVision is a division of Cowles Media Co

KIMBUS, a CD manufacturer, says that the new Marshall Crenshaw album, "Miracle Of Science" (Razor & Tie), will contain a 3-D packaging design that uses Nimbus' patented holographic technology. The front rover of the CD's outer package allows the belographic design on the CD to be visible. The album will bit stores on Tuesday (6).

MCA has signed a long-term pay television deal valued at more than \$1 billion with the KirchGroup, a leading broadcasting company in Germany. This is one of the first deals as nounced by MCA under its new chairman/CEO, Frank Biondi, MCA will launch two channels initially carried on KirchGroup's DF1, the first digital TV platform in the German market. One will be a movie channel, drawing on the 3,000-title library of MCA's Universal Pictures. MCA bas also signed a free TV coproduction deal, valued at \$1.5 billion, with Europe's largest broadcast network, Germany-based RTL, a venture that includes Bertelsmann

GO-VIDEO, marketer of the dual-deck VCR, reports a net profit of \$187,598 on \$8.2 million in revenue for the first fiscal quarter, which ended June In the comparable quarter last year, Scottsdale, Ariz.-based Go-Video bad a net loss of \$687,551 on \$6.9 million in revenue. The company attributes the gains to a new, low-priced (\$399 list) VCR introduced in June.

VIDEO CONSOLIDATION

and superstores.

A very different acquisition strategy is promoted by the second-largest video chain, Dothan, Ala.-hassed Movie Gallery, whose store count has increased 89%, from 456 a year ago to

At the recent Video Software Boalers Assn. convention in Los Angeles, two top Movie Gallery executives participated in a seminar on video acquisitions. In attendance were many mem-and-por petaliers, who, to judge by their questions, clearly were interested in selling their stores to chains like Movie Gallery or Biock-

baster.

Harrison Parrish, president of Movie Gallery, said he had observed that Goodbooker's working target fundacely found to the common service of the common service of the common service that he company seeks "the demining for Movie Gallery, told the retailing to the common service of the common service

He said that 28% of Movie Gallery's stores compete directly with Blockbaster.

baster.
Last year, he said, Movie Gallery parchased many single stores and two-store chains as a "fill-in strategy."
He added that the model for a Movie Gallery acquisition is n 4,000-square-foot store with \$330,000 in annual re-

ema.

Parrish said that in addition to murlet dominance or share, the chain locks at historical performance ("If it's growing faster than the industry trend") and, most importantly, each frow.

Morie Gallery's formula is to pay 36' times can't five. Parrish defined it as the protax earnings. It store levels after you pay everybody." In other terms, it is equal to total revenue mination experience of tames, and the cost of tames.

The company also prefers retailers with a net profit of 18%-23% of rev-

Morie Gallery's a coquisitions are mostly pooling of interests, which is an accounting term for a purchase done by an exchange of stock. Asked by retailers why the company perfors this are why the company perfors the rich said. "We like poiling because we want the seller to take our stock and ride up with us." In addition, these deals preserve an acquirer's eath and diminist the need to take on debt; moreover, they give he sellers tax distrateges.

Gallery prefers to lany stores that are debt-free. If not, said Parrish, "we'll pay you on forestals and take the debt out of that, and you keep the debt." Lavoic said that Movie Gallery has closed about 180 transactions in two yours, "about 35% of all the people we talk to." He said be gets about 12 inguiries a day. Other figures that Movie Gallery wees so a rehistorie's standard are 12%-

uses as a chainwide standard are 12%-13% of revenue for rent and 15%-16% for payroll.

At the session, one retailer announced that be operates one 1,200-

nsunced that be operates one 1,200square-foot store in a town with a population of 3,500, and 3%-4% of his revenue goes toward rent. Parrish replied, "PII take 100 of them. I like that percentage."





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Merchants & Marketina

Trans World's Restructuring Brings Chain Into Turnaround pany wants to have a buyer in New York,

WHEN THE ACCOUNT BASE is still fragile and music manufacturers continue to express concern about some of the largest mall-based music chains. one web that gets a thumbs up from the distribution and label sales community is Trans World Entertainment Corp. One senior distribution executive says, "It looks like Bob [Higgins, Trans World chairman) has pulled it off. He bas brought that chain back from the brink. He was the first chain president to acknowledge and attack his problems, and it looks like all of that hard work is paying off."

That executive is referring to the 18month restructuring on which Trans World embarked in April '95, when it announced it was closing 190 stores After that, it amounced that it would close another 150 stores. The chain currently operates about 500 outlets. But for the first time in the last two years

the company is looking at a significant commitment to store openings. According to published reports. this year Trans

World wants to

open 10 Coconuts,

25 Record Town

Saturday Matinee

and five FYE stores Hulzenga's organization. Instead of The stock market as well as the filling that position, sources suggest Blockbuster Music will be integrated into Blockbuster Video, with one marketing department and one purchasing department for the two chains. In add

industry began to acknowledge the stock rise to \$7.25 recently, as compared with its 52-week low of \$1.75. The price lately has slipped to the \$5 range, but in pricing that the market's been experispring in recent months One institutional investor who recently bought some Trans World debenture Well Street thinks that Trans

World has its ship in order and people have confidence in Bob Higgins Key to the Trans World turnaround, according to distribution executives, is that its inventory-replenishment system is finally cranking just fine, mai ing sure that stores are stocked with the product they need. Since getting its systems up to small, Trans World has been steadily adding staff to maximize the opportunities provided by that information. In fact, a couple of recent maneuvers suggest that Trans World might be moving from its steadfast

resolve in trying to manage micromarketing opportunities from its central headquarters, an approach that is considered ineffective by labels' sales and distribution arms. Sources say that the company has

been testing a field product coordinator in Chicago, whose responsibility is to ensure that the geographic product peeds are met in that market. While that position doesn't include buying, it shows that Trans World realizes that micromarketing management needs input from the field. Similarly, it has added a buying position in New York for the stores in that market, and label observers speculate that if the company's experience in New York proves worthwhile, the retailer might duplicate that strategy elsewhere

Rhonda Foreman, Northeast Higgins declines to comment on Trace regional director of sales at MCA World buying strategies, other than to Records has left the label and is seekacknowledge the testing of a product ing opportunities. She can be reached at 212-988-5145. coordinator in Chicago and that the com-

which he labels a "unique murket In other Trans World news, he says

the company is repositioning music in

Incredible Universe stores. In the

Auburn, Wash., location, the music

department has been divided so that

Trans World has a presence in the

store's open rotunda area, which will

lead shoppers to the separate music

department, which has been downstood

so that the new setup uses the same

amount of space. Also in Auburn, the

Coconuts name has been added to the

So far, the Auburn repositioning has

been successful, and Trans World is

duplicating that strategy at the Incred-

ible Universe in Rossevelt Field, the

WHAT'S GOING ON HERE:

There's a lot of noise coming out of Fort Lauderdale, Fla., where Blockbuster

tion to those changes, sources say that Blockbuster is contemplating a concept

called Blockbuster Entertainment, But

instead of building new outlets, Block-

besster Entertainment will get its stone

hase from some converted Blockhuster

Video outlets, which will add a couple

thousand SKUs of music. Blockbuster

Video, you might remember already

earries hits and soundtracks in many

looking for ways to improve operation

declines to comment on specifies.

and do things more efficiently, but he

ON THE MOVE: Sean Gleason,

formerly GM at Miramar, is now director of marketing for AEI Music

Network in Seattle . . Dave Crouch.

formerly a music product manager with the Virgin Retail Group, has left

that company to rejoin the retail oper

ation of Rhino Records, where he

worked from 1980 to 1992. At Rhino,

he will manage the Westwood store in

L.A. and will look for expansion

opportunities in the West . . Speak-ing of Virgin Retail, the chain has appointed Craig Duncan to manage

the chain's 42,000-square-foot Van-

conver outlet, which will open in mid

November, Duncan previously has

managed the Virgin Megastore on

Sunset Boulevard in Les Angeles, the

megastore in Burbank, Calif., and

served most recently as the assistant

manager for the chain's Times Square

store in New York

Jonathan Baskin, a Blockbuster

ion, says the company is always

Entertainment

is headquartered.

stock has re-

agened from the

presidency of

Blockbuster

Music to take a

Word is that Jerry Com-

No. 1 mall on Long Island, N.Y.

outdoor Incredible Universe marqu



Back to the Pond!

THE MIGHTY DUCKS the hockey team that has heated up both skating rinks and move theaters in two smosh films, are

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Audio Literature Thriving On Energy And Capital Of American Recordings

■ BY TERRI HORAK

NEW YORK-While Audio Literature is not the only audio publisher of spiritual, philosophical, or classical literature works, the fast-growing San Brune, Calif.-based company has

nearly doubled its catalog since being acquired by American Record cordings headl



Rick Rubin to enermously enthu siastic about speken word and believes in its future, and he's expecially attracted to the spiritual orientation that our company has says John Hunt, founder/ CEO of Audio Literature.

Rick has brought energy and capital, and it has given me new energy. I've been at it for nine years, and his input has been like a battery charge," Hunt says

Hunt says that besides the large investment of capital, "one of the biggest advantages I'm looking forward to is having Rick's input in title selection and overall direction of the company, because he's one of those people whose tastes are cutting edge and seem to lead the pub-Audio Literature has produced 75

titles in the past year, and plans are to release 100 next year, according to Hunt Distribution will remain the same, Hunt save, because of the company's

Trey Huxley

headsets," he adds.

being used to preview music

successful longstanding distribution arrangement with Ten Speed Press, publisher of the perennial best-seller "What Color Is Your Parachute?" Ir fact, Ten Speed acquired Audio Literature several years ago, and Hunt bought the company back in order to

make the deal with American. "It's important to me to maintain that distribution relationship, because they have seven years of experience selling our product. And as it turns out, their level of enthusiasm has increased because they see us putting out all this product. It's a little weird, because here we are tied in with Warner and Warner Books could be an ontion, but we don't want

ergy that would be hard to duplicate anywhere else."
Most recently, Audio Literature acquired the Gang of Seven spokenword label created by Windham Hill founder Will Ackerman, and Audio will begin to reissue that label's titles under the imprint Audio Liter-

"The productions are some of the finest in the history of the genre, and the performances are brilliant. I don't know how they'll do yet, but we felt the body of work was of incredible quality, and if it works out, whoopee! If not, we're still pretty darn proud to have them," Hunt says. Among the first six titles to be reissued this fall are stage monologist/film actor Spaulding Gray's Monster In A Box" and "Terrors Of

Pleasure" and Tom Bodett's "Exploded," Bodett is known to

Donovan reading "The Fairy Tales many as the voice of the Motel 6 "We'll do it carefully, because we now it has been tried in the past Of Herman Hesse" and Johnny Cash Several new titles will most likely be

produced for the Audio Literature Live BIBLIO*VECE*

ve audience are not precluded, the imprint intends to present an "audio theater in the studio" feeling Naturally, the link with American

a Warner Bros inint-venture label raises possibilities for increased morehandising in record stores, but Hunt acknowledges that sufficient exposure in the music retail market has been difficult for the industry to achiesy

Nevertheless, Audio Literature intends to do limited text marketing in several music stores this fall.

We want to keep a tight control of the product mix and look at what moves and what

Other future imprint as well. Though tapings before marketing plans include ma test marketing and tie-in opportu nities, such as with a dog-food company

Too Much" title as a nee

Another benefit to the alliance

Due this fall are recordings of

with American. Hunt says, is greater

access to recording artists who are

willing to perform as readers



reading a first-time translation of The Eye Of The Prophet" by Kahlil Gibran, which has Hunt "floating on cloud nine. "It was the kind of reading I've

had the great privilege of attending only a few times. Cash's handling of the material is impeccable." Plans are for the artist to make several promotional appearances for the

As was the case with Cash, Hunt says, the company has been able to the material. "What's exciting is to get celebrities who have a love of or feel for the material-then you get dynamite. It's astounding what peo ple of that caliber can do.



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MuzeSD Hits Bookstores

Listening Posts Offer Audiobook Preview NEW YORK-MUZE Inc., an inly important for audiobooks, both for

store database kiosk manufacturer regular listeners who want to evalubased here, is hoping that its MUZE ate a particular production and for Sound Distribution (MuzeSD) digital those who haven't tried it before, as listening-station system will catch on an introduction to the genre. For David Hainline, VP of meras a means of previewing audiochandising and marketing for the "Our company vision is to be the

nearly 400-store information source for entertainment

Toronto-based

Chapters, prod-BIBLIO*TECH* uct preview is a

software, and audiobooks fit right in "When you have there," explains MUZE co-founder odarts like CD. and self-professed audiobook fan

ROMs and audiobooks, how do you elp people browse material that's not browsable?" he says.

Already in place at some B. Dalton, "We think it's a developing market, and it's a Crown, and Chapters stores, the computer-based system has flexibilway to help customers step over the ity that is a key advantage, says barrier and shop more efficiently. The MuzeSD system is in place in 'Our systems can be configured in Chapters' superstores, and the chain any way a customer wants, from a is testing it in its mall prototype locauple of hours of play time and two tion. "It's working for us, but we've headsets to hundreds of hours and 48 also made a big commitment [to the product estagory) in terms of space There are reachly 100 units in the field, including about 40 that are great product and hide it under a says Hainline. MUZE debuted its MUZE for The system is flexible in terms of design and placement, and con-Books in-stere information kiosk at sumers can have instant access to

the American Booksellers Assn. conntion in Chicago in June. The system, which will have a field for audiobook availability, contains information on more than 1.3 million titles and can be searched by 33 primary themes and 1,800 subthemes.

TERRI HORAK

can go from title to title, so it is lik the customer has his own personal jukebox," Nevins says. Previewing systems are especial BILLBOARD AUGUST 10 1996

They aren't locked into hearing

one thing at each headset, and they

MUZE project leader Mike Nevir

266

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ADA Puts Its Computer Ducks In A Row Distributor's New Sustem Will Show 'Everu Piece'

ADDING UP ADA: Last week, Declarations Of Independents cought up with Alternative Distribution Alliance (ADA) president Andy Allen. The New York-based executive was in L.A. to demo ADA's computer and inventory-management systems for its distributed labels.

We hadn't sat down with Allen ince bis days as bead of Island Records. About 21/2 years ago, he oved to the wholesale side to run ADA, Warner Music's indie opera-

It hasn't been an easy row to boe, Allen admits. The fledgling distributor's systems were in shaky shape when he took the helm. During its first year of operation, ADA shipped 1 million units, utilizing-incredibly-a \$99 computer program.

"The real battle for us was to pu together the company operationally Allen says. However, a year ago, ADA put a new computer system in place and wrote an inventory-management

was the software that Allen was showing off to labels on the West Developing such a system was critical for ADA, Allen implies, since the

CD-ROM

OPTIMAX



bu Chris Morris

company does much of its sales direct to mom-and-pop indie rock stores, rather than to one-stops. The new system "will show the labels where every piece is in every store,"

The program affords ADA and its labels views of all its product by artist, customer, inventory, and overall marketing picture. It can provide an artist's product history on a storeby-store basis; run an account's ordering history; break out invento-ry patterns and adjust orders to a store's fill needs; and show which pieces are on deals and programs, program for it from scratch. This locally or regionally. "It organizes

avac with it," Allen says.

★ Prewastering / Encoding

* Mastering / Galvanic

★ Glass Masterino

* Replication

The system is up internally at ADA (and accessible via laptop to field sales staffers) and will be installed at distributed labels within the month. Allen says that the computer pic-

ture will fill in a traditional indielabel blind spot by providing a complete sales picture to companies that may not be field staffed to gather

inventory information, "They'll see problems coming and have time to react to them," he says, "And they'll be able to kick our ass all over town-in a system like this, there's place to hide."

In terms of the big picture, ADA is enjoying healthy sales; the distributor grossed \$30 million in 1995 and Allen believes that this year will bring in at least as much

The company boasts exclusive deals with such modern rock-oriented companies as Sub Pop in Seattle Restless in L.A., and Mute and Beggars Banquet in New York. It also works non-exclusively with Touch and Go in Chicago and Matador in New York; all told, it works with more than 25 labels, including some Warner imprints that move certain the inventory so you're never out of projects (in an exclusive arrange

ment) through ADA. Allen has high hopes for Sub Pop's forthcoming Sebadoh title and helieves that Mammoth's current Squirrel Nut Zippers set, *Mot could ultimately sell 50,000-75,000 units. Touch and Go's current Girls

Against Boys album and the wacky R.L. Burnside/Jon Spencer Blues Explosion collaboration on Matador (Billboard, June 22) are also performing well. We asked Allen point-blank about

ongoing rumors that Restless, a cornerstone of ADA when the company was founded, has been talking to major labels. He acknowledged that the label has in fact been shopping for "a marketing partner"—not a buyer, but a company that could take developing acts like Spain (a former Flag Waver much lusted after by major-label A&R reps) and Jack Logan to the next commercial level Mercury and Sony are the most fre-

quently named labels. However, Allen adds, Restless president Joe Regis has said he intends to continue using ADA. But. he continues. "If someone came along with an offer that could make his day

I suppose he would take it." According to Allen, Restless represents 8% of ADA's business. In terms of ADA's continuing mi sion, Allen says, "Our goal is to work

with as few labels as possible, labels that can generate enough heat to keep the lights on . . . We're not keep the lights on . . . We're not doing hits, really. We're playing a role in a pretty well thought-out artist-development process.

FLAG WAVING: "Just tell 'em R&B is back," says Gregg Foreman, guitarist/vocalist for Washington, D.C .based band the Delta 72 R&B is in fact back, but with a decidedly punk edge, on the quar-

tet's recently released Touch and Go debut album, "The R&B Of Mem-bership." The band-which also includes organist Sarah Stolfa bassist/vocalist Kim Thompson, and drummer Jason Kourkounis (for-

50 34 COLLEGE STORE STORE

Top Pop. Catalog Albums.

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	5	METALLICA A'	AND JUSTICE FOR ALL
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9		METALLICA A'	MASTER OF PUPPETS
10	10	PINK FLOYD A"	DARK SIDE OF THE MOON
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is available. Most tape prices, and CD prices for WEA and SMG labels, are suggested into Tape price ranked SQ, and all other CD prices, are equivalent prices, which are proported from wholesale prices.

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Merchants & Marketina

NOTHIN' LIKE THE

BY DAVID SPRAGUE

WHILE SPORTS FILMS have long been a part of the American cin is landscape, the field has generally been dominated by high-profile, viscer-al events. But "Tin Cup," which opens Friday (9) on more than 1,660 screens nationwide, provides a serious exploration of the life of a pro golfer (perhaps the only professional sport uniform suitable for its star, Kevin Costner). The soundtrack album, released July 30 on Epic Soundtrax, is also a bit more

interesting-cerebral, even-than that of your average jock flick. "This is an unusual project, because the vast majority of the songs were written specifically for the film, so that they're an integral part of telling the story," says Glen Brunman, VP of soundtracks. "The artists involved may

have appeared on soundtracks before, but they've never chosen to contribute in this way. The first emphasis track from "Tin Cup" is the Texas Tornados' "A Little Bit's Better Than Nada" (which also appears on the band's Reprise album "4 Aces)," Americana and triple-A outlets have already lent strong support to the track, for which the band recently completed a video.

'I'm not much of a golfer, but I am a complete baseball fan, so I knew [director Ron Shelton's | work from 'Bull Durham,' " says Tornado front man Doug Sahm, who penned the truck. "I have such respect for his work that I knew it would be a great place to showease the song. Plus, we elicked immediately, since my answering machine says not to bother leaving a message unless it's about baseball or Guitar Slim. When he called me to discuss using the track, those were the two things he talked about."

The Tornados track is the first of what looks to be a deep set that Brunm feels will gain extra attention because "Tin Cup" is the summer season's only big romantic comedy. "That was the case with 'Sleepless In Seattle,' and I

could see this project developing that way," he says. "Tin Cup" is anchored by a number of exclusive tracks, including new material from Mary Chapin Carpenter, Chris Isaak, Amanda Marshall, and Shown Calvin, Calvin's "Back to Salama", which undersoons a raction) r. ly pivotal some in the film-is a bittersweet heartstrings-tugger that ranks with her heat material

"Ron showed me some seeses of the course at dawn as it was being prepared for the big match and suggested that the Kevin Costner character might be feeling like getting the hell out of there," says Cobin. "I feit comfortable writing from [the character's] point of view. Maybe he'd gotten in a little too deep-I feel that way sometimes myself."

T HAS TAKEN Jackie Chan a few years to translate his worldwide stardominto stateside success, but his grasp of the-err-finer points of American culture has come quite a bit more quickly. Witness the soundtruck to "Supercop," released last week on Interscope. On the deeply tongue in-cheek set, one can sample a serial-ready theme song courtesy of the cultural devolutionists in Devo. There's also a you-gotta-hear-it-to-believe-it version of "Kung Fu Fighting" done as a doet between Tom Jones and Ruby singer Lealey Rankine.

WE'RE ENCOURAGED BY the recent swell in the number of female-bonding films coming out of Hollywood-well, mostly out of the independent stadios-particularly when they're of the caliber of "Forfire" (based on the Joure Carol Oates novel), which opens nationally Thursday (8). Unlike many such projects, however, the soundtrack album, which was released by Nettwerk last week, is equally female-driven, with contributions by L7. Luscious Jackson, and Kristin Hersh. Sticklers will probably point out the presence of Candlebox, as well, but we're sure the members of that act are just trying to get in touch with those buried feminine energies.

F YOU THOUGHT avant-garde multimedia troublemakers the Residenta had abandoned music altogether

given the number of bizarro-world CD-ROM and interdisciplinary productions they've been involved with of late, think again. This week, ESD releases "Have A Bad Day," which serves as the soundtrack to "Bad Day On The Midwax," an interactive CD-ROM game that the Residents created last year. The music on the collection is dark but bleakly comical, in typical Resident-ial fashion, with expanded versions of the themes used to introduce such unforgettable characters as Dagmar the Dog Wom and Lettie the Human Lor



Please send material for Nothin' Like the Reel Thing to David Sprague, Contributos, Billboard, 1515 Broadway New York, N.Y. 10036; phone 718-626-3028; fax 718-626-1608; E-mail Spizzbeistad.com.

UPTEMPO DISTRIBUTION AT ALLEGRO (Continued from page 49)

tion business than as a promotion and marketing company that strives to "add value" to its product line while maintaining a high level of financial, marketing, and management pophistication A key way of adding value to a product line, he says, is by "ferret

otherwise fall through the cracks, thus creating as broad a distribution net as possible. "Historically, independent labels have produced the product and then -nid. What market can we sell it to

That paradigm no longer works, claims Micallef, Instead, he points out, "the approach we bring to the marketplace is to say, 'OK, what are the different markets that we can sell to?" and therefore configure our

individual markets Consistent with that approach is Allegro's focus on reaching special markets, for which the company delves into its catalog to create compilations and other targeted music packages for such nontraditional accounts as grocery-store chains, mass-market department stores, and specialty shops. Catalog exploitation, in which

these special-budget packages are created, is something the majors have done for years but, traditionally, the independents haven't done," says Micallef, "It's an area where we salt mullions of units Allegro carries a full line of bud-

get, midling, and front-line product. with 99% of its catalog priced at \$15.99 or less. The company recently moved into a new 35,000-square-foot warehouse and it employs 85 people, of which 25 are in sales. Allegro uses several telemarketers, but no independent rens. By year's end, the company

plans to have 100 employees and to be a \$100 million company by the end of the decade," says Micellef, The new facility, he explains, bas the capacity to support that level of Orders are shipped second-day air

house, which services all of North America, "We were the first independent distributor to set up electronic ordering." be notes, adding that Allegro's average turnsround on an order is 1.2 days. "That's better than the majors," he asserts. Micallef feels that coordinating all ing out smaller markets that would

shipping from one central ware-, rather than trying to manage multiple warehouses and inventories clearly offers a built-in logistical advantage by concentrating stock and minimizing back orders

electronic invoicing, and it is working with a major account to test an stantaneous fulfillment" system with which scanned product information is automatically relayed to Allegro's computers for recoder at the time of sale.

ferred to their retail accounts. The company is aggressively exploring using the Internet, although Micallef concedes, "It's hard to measure what impact it's having on sales at this time. Its importance will certainly grow over time." In fact notes, Allegro's World Wide Web site (www.all egro-music.com.) was voted one of the top pages by PC magazine

Working closely with retail is another vital aspect to Allegro's success, says Knuth, "Retailers like the fact that we want to offer there the right product and [don't] just sell them on anything we can." "We try to go beyond the typadds. ical framework of promoting to the retail buyer and do consumerbased promotions that actually involve the consumer in the pur-

chase decision." For instance, he explains, the comany publishes a music periodical. The Allegro Quarterly.

sales staff of 40. "Our expectation is "We publish about 60,000 copies four times a year, which are given free to retailers and consumers." says Kouth. The quarterly features articles, music reviews, news releases, and other items geared around Allegro's product line. Each issue from the Portland central warealso contains rehate coupons on

of this '60s R&B

retailers while eliminating any hassle, and we mail the check to the consumer," says Knuth. to launch a service-awareness can paign to inform retailers that it ffers a full range of in-house media and promotional support, including

Recently, the company introduced house graphic art department), sales support, artist in-store events, retail

promotional packages, and demographic and research data to target retail customers. Micallef is steadfast in his belief that the independent sector will ultimately control the largest market Each month, catalog updates and share in the U.S., in both dollars and new-release information are transunit sales.

"Independents are becoming the low-cost producer of music in this country, and in any industry, the low-cost producer will control the most market share " he observes The majors just want to make bigselling records, and in doing so, they're really feeding more and more of the marketplace to the inde-

selected CD product, which con-

sumers send directly to Allegro for

redemption. Rebates range from \$1-

\$5 per coupon, "It spars sales for the

In addition, the company is about

onal service, point-of-purchase

materials (Allegro maintains an in-

pendents. In fact, Allegro distributes classical product for EMI's Classics for Pleasure line and Warner/Atlantic's Telder Erato, and Finlandia catalog exclusively under contract. "It's a big selling point for us

because it tells people that when the hie names need help in distributing deen-extalog classical product, they come to us," says Micallef. On the import side. Allegro's distribution territory includes Canada and a few selected major retailers in

Mexico. This year, the company set up a separate Canadian subsidiary in Vancouver, In addition, a deal was signed earlier this year to distribute agnum Records, one of England's largest pop labels, in North Americu. "At some point, we'll start looking very seriously at the overseas markets," says Micallef.

Ironically, Allegro's biggest obstato remain profitable and maintain a high degree of financial integrity. Realistically, we can't keep grow-

ing this fast, because our sales base keeps getting wider," explains Micallef. He points out that seven ferent things . . . We're doing more years ago, for the company to grow Foreman continues, "You've been to 50% per year, it had to add \$1 mil shows where people just stand there, lion in sales annually. Today, to keep looking like they're having the most that rate of growth, he estimates that the company would have to add \$1 million in sales per month. Yet, Micallef feels that it is the

people who work for Allegro that have made the company such a success. "We have an enormous esprit de corps built on the give and take of having a long-term commitment to our employees, while at the same time requiring a lot of effort, dedication, accountability, and honesty Asked whether he'd been ap

rouched to sell the company, Micallef was quick to answer. "Sure, but it's pretty unlikely that we'd seil, because we're having too much fun."

DECLARATIONS OF INDEPENDENTS used from preceding page,

merly of the mighty Michigan band Mule)-whicks out a dozen seamy. steamy tracks that fuse '60s gut bucket soul sounds à la Stax with lashing, raving contempo garage punk "R&B has long since needed to get

back into music," Foreman says. "Punk is the perfect avenue The Delta 72 was founded two years ago by a group of musicians who were not hardcore R&B or soul fans. "It really did evolve out of other things," Foreman says, "Everybody in the band listens to all kinds of

things. The common thing was, we all had a punk background Foreman is not unaware of other bands that work the same generic vein, but he brushes off any supposed similarities: "I think a lot of people write off bands like us or the Jon Spencer Blues Explosion or the Makeup and lump us all together when really we're all doing difmiserable time. We want to get people out and away from their Inter-"The other night, we played in Dallas. Our record's been out seven days. Kids were there, going insanely crany. One kid was yelling out, 'Who's not the soul?' A lot of people

"It's more of a dance thing for us."

are starting to get it." More will get their chance. The band's current U.S. tour will continue up the West Coast and through the Midwest for the next month, end ing Aug. 29 in Ohio

We want people to come out, and we want to bring the dancing element back and make the eround as much a part of the show as we are,

The Enter*Active File

New 'Killer Apps' Hit World Wide Web

BY SRETIATWOOD

LOS ANGELES—New Internet
to the bodgeles, such as CD-quality
and the control of the control of the control

3D chast, are rapidly changing the
face of the World Wide Web. MTV,
Sony Masic, Warraer Brox. Records,
companies taking a loap of faith into
newly developed internet applies
into the Web with content that
ment that premise to draw more people into the Web with content that
ment and radie—listening experience,

CD-QUALITY NET AUDIO ARRIVES Many labels are already taking advantage of new dramstic improvements in the quality of real-time saids netensts, which are now capable of bringing near CD-quality

sound to computers through conventional phone lines.

Macromedia's Shockwave, which is already known as an application that adds animation to the Web, made some additional noise July 29 with an upgrade that adds voice- to CD-quality, audie to the Web for computers

with modern speeds as low as 14.4 build.
Wirner Bross, Capitol, MasicNet, the Internet's Underground Music Retained and State and Addition to Noise are among the companies with Web sites that we already using the enhanced Stockwaws and on technology.
Capitolis Web site (http://www.boll-ywwoodand/vire.com) contains a Sheckman was come contained and the Capital Capi



Net Weed, Forevard/Rinn satist John Weeley Harding, front, recently John Weeley Harding, front, recently John Weeley Harding, front, recently limitated site fully Weeley's Limitated site fully John Weeley's San Francisco Offices, in the top row, from laft, are hot Wired and/o angineer Brain Bentize, audio producer Kim Dandlers, and producer Sussanna codition from Lewise, record producer Chris von Sneidern, and "Olito Weeley Involver Grag Bertann.



A screen from OnLive! Technologies: 3D chat program "MTV TikleLand."

www.wbr.com) offers full-length versions of songs by several acts, including Porno For Pyros, Van Halen, and Red Hot Chili 'Poppers. Warmer's audio netcasts are accompanied by a synchronized series of animated pho-

sudio netcasts are accompanied by a synchronized series of azimated photographs.

Higher quality audio-streaming technologies are also on the way from Progressive Networks, AT&T, and Xing Technologies.

VIDEO ON THE NET

which deliver video-on-demand at the elick of a mouse, are likely to emerge over the next year as the new "killer app" of the Internet. Some smaller companies, such as Xine and VDOnet Corp., already have a head start on the video netcast medium, which is barely a year old. Larger companies, such as Intel, are expected to unleash their own proprietary video-streaming software on the Internet in the coming weeks So far, computer users with lowerneed modems, such as those with 14.4 band, have been unable to "tune in" to the sights offered on these pioneer video neteasts. However, video neteasts are likely to become more popular as more people begin to pagrade to 28.8-band moderns. Most new computers are now sold with built-in 28.8-band moderns An additional boost for Internet delivered video is expected as high er-profile video netenst events begin to emerge over the next year. In late August, Sony Music will add real-

An additional boast for Interestchivered video is expected as highine-decimal control of the control of the to emerge over the next year. In the August, 800 y Music will and realtime music videos to its Web site (http://www.socy.com), Sony will use ogg, which requires users to have a SR-haud modern. Real-time videos can alrendy be found on several Web sites, including found on several Web sites, including (http://webcom.net/--sihke/journey.

Journey's unofficial fan site http://wbcen.eu/-ndishe/journey.btml) and the Cure's official Web site (http://www.html-cure.com). Graphic Audie's Web page (http://www.html-cure.com). Graphic Audie's Web page (http://www.graphicaudio.com) contains several music videous as part of its endemand clips from acts like the Ramonne and the Nieles. Remones and the Nieles. Meanine and the Nieles. Web site (http://www.nedlierity.com.site/wwwsie/vide/sites/nieles/sites/music/vide/sites/nieles/sites/sites/nieles/sites/music/vide/sites/nieles/sites/sites/niele

a top rice weekly mask video countdown of U.S. and Singapore music charts. The site also contains a weekly four-seminate entertainment news report and regularly plays miratelong samples of various mastevideon, such as the Pet Shop Boys' "Before" and George Michael's "Fastlove."

Several high-profile experiments in the video neteasting of live concerts have taken place in the hast few weeks abone, including such acts so Metallica and Tori Ames.

However, video neteasting is not without its problems. Live video neteast events can be coastly to produce, and only a limited number of sucress, and only a limited number of sucress.

can access a single event at a given time.

Many Web sites that offer music videoa on demand are filled with giltches.

process. For example, Pallas Records' Web site (http://www.pallas.com) has premised instant access to Crueial Conflicts "Hay" VDO-delivered clip for several weeks. Yet, when Internet users try to access the music video, a message tells the user, "Sorry, VDO server is not working properly right now. Please check tack again soon."

VIRTUAL CHATS

Video-attenuing technologies, bich deliver video-on-demand at the control of the

A new study by Cambridge, Mass.-based Forrester Research concludes that Web-based chart is likely to emerge as a vital ingredient in the growth of many future Web sites. Chart-site participants develop a sense of community and are more likely to return to a site that ofters chart content, according to Forrester. Real-time text chats on the Internet have long them possible through

Instant Relay Chat (IRC), but this feature has eluded many pages who never venture past the user-friendly graphically righ Web. However, there are several competing Web chat technologies that are now able to imbed IRC chat into the Web, including ichat and GlobalChat Graphically enhanced chats and 3D "virtual worlds" are also beginning to emerge on the Internet MTV, for example, is teaming with upertino, Calif.-based OnLive! Technologies for the 3D chat pro-gram "MTV TikkiLand," a virtual world that allows users to navigate through a 3D-generated environment and interact with other users

through their computers. Each participant is represented on-screen by a computer-generated character, known as an "avatar." Users with microphone-equipped computers can talk with other participants in "MTV Tikkil.and." "Our goal with MTV Online has always been to use it as a way to open communication and interaction with each other," says Matt Farber, senior VP of programming/new business of the programming/new business.



ness for MTV. "This takes it to the

next level. It's closer to real communication than text-based chat."

MTV was so confident in the 'coolness factor" of the new technology that it debated the software on the air, where the computer-generated virtual environment substituted for the MTV Beach House during an entire day's broadcast July 11. The

channel replaced its regular VJ taleast with their computer-generated counterparts from "MTV Tikki-Land."
"MTV likes to do new things and the innovative in entertainment, so they were attracted to our tech-

nology," saya OnLivel CEO Betay Pace. "Plus, there is a nice intersection between their sudience and the demographic of the Internet user."

The software can be downloaded at the Online! Technologies Wooksite.

The software can be downloaded at the OnLive! Technologies Web site (http://www.onlive.com) or through a link at MTV Online (http://www.mtv.com).
Capitol is among the labels using

the virtual chat software the Palace (http://www.thspalace.zom). Initially developed by Time Warner Intersective, the Palace is now the Hagaship product of new private company the Palace Inc., which is jointly owned by Intel, Softbank, and Warner Masic Group. "It takes a while longer for the

"It takes a while longer for the software to residy catch on," says Liz Holler, senior VP of new media for Capitol. "But there are so many more possibilities in this kind of experience. The added visual element sides whole new energy to the interaction."

The Josus Lizard vocalist David Yow designed the graphical reoms contained within Capitol's Palace

site. However, the musician says that the technology may still be too have for many users, who have yet to discover that it even axists.

"I went into the Palace site the other," says flow, "It's a cool idea, but it is still in its infazer, Our Palace has a lot of cool stuff in it that is interesting, even if there is so one che there, its world animations and clee there, like welrd animations and

Other virtual world technologies, including Worlds Inc.'s Worlds Chat and Alpha World, Fujitsu and CompuServe's WorldsAway, and Imagination Network's CyberPark, are being closely watched for their entertainment industry applications,

Lollapalooza Netcast Brings Online Mosh Pit

LIVE ON THE RET: The entire Lollaphoton festival with be spherest on the Internet Saturshy (3) and Sanday (4) at the Highow we hollapsionances. Medicine, the Ramones, Sersanning Trees, Psychietics, and Devos are among the Psychietics, and Devos are among the learnt through the RealAudio netents of the context, which takes pince at Irvine Mesdows in Irvine, Calif. The event will also be accessible at online magnatine Addicted to Noire's World Wide Weit at Kingly-lower addiction. Web that with many participating artists. A not edge present from Lallergratus, and the present from Lallergratus, and the present from Laller-

palcom's stop in George, Wash., was at the same sites July 30. E! ONLINE DEBUTS: E! Entertainment Television's Web site debuts Monday (5) at http://www.com/incom. The site.

(S) at http://www.conline.com. The site,
which is owned by E! Entertainment
Televizion and C| NET: the Computer
Network, features original editorial
content, live webcasta, and reviews of
movies, TV music, and Web sites.

BITS N BYTES: Classic TV game show

"Name That Counts or wag garm show have That Counts of the counting to the Imaginations will be lau rebling an Imaginations will be lau rebling an Imaginations will be lau rebling an Internat version of the music game later this year on the Riddler Web site. Other/Imversariolder count. The game will be free to consumers and is expected to feature prizes that include new cars and erulese. A retail partner is expected to be announced through which colline users will be able to purchase the turnes contained in the game that the country will be able to purchase the turnes contained in the game and the country will be able to purchase the turnes contained in the game and the country will be able to purchase the turnes contained in the game and the country will be able to purchase the turnes contained in the game and the country will be able to purchase the turnes contained in the game and the country will be able to purchase the state of the country will be able to purchase the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to purtable the state of the country will be able to the country wil

Prodigy; he replaces Anthony Wil-

liams, who takes over the new post of

executive VP mergen rate requires.

Retailer Best boy is marketing an exclusive enhanced CD single of No.

Doubt's "dust A Guit" feet 90 enceeds Digital to Doubt's "dust A Guit" feet 90 enceeds Digital or OF Sammer" between the product of the CD sammer "between the product of Sammer" between the production as stage," www.pshangic.com/doplays. The offine contest of fers participants who find several bones hidden throughout the Web a chance to win prizes, saidding Web a chance to win prizes, saidding online seawnger hunt promotes Pf Magie's "Degi" and Digital Garden's Magie's "Degi" and Digital Garden's

d "P.A.W.S." CD-ROMs. HOT SITES: Paramount Digital Entert talnment has launched the daily Inter-

met talk show 'Other People's Prelema' at http://op.pearmount.com.
OD replicator Dae Manufacturing Inc.
it taking dies manufacturing ordere online at http://www.disemfg.com. 'Teketmaster onl People are pairing for 'People Live of Teketmaster Online.' Celebritise in music, film. 'Tk and sports at http://www.ticketmaster.com.' The program debated Jug. 1 with an bourlong chat with Tork Amon.
Wanna beer! Track down some of

the world's best at the Beer Hunter Web site at http://www.beerhunter.com ... New York fashion magazine Paper is on the Web at http://www.papermag.com ... Nick at Nite's TV Land Web site contains classic TV ads (http://www.lchatnitestylagd.com).

Home Video



Dream Team, CRS/Fox and NRA Entertainment post up a new video sales strate gy. In transition are, from left, Steve Marrill, NBA home video marketing manager Charlie Rosenzweig, NBA director and group manager; Don Sperling, NBA Entertainment VP/insecutive producer; Julius Inving, NBA Harl of Famer; Susan Schaler, GBS/Fox marketing director; Peter Franch, GBS/Fox VP, John Ruscin, GBS/Fox president/CEO: and David Schreff, NBA Marketing and Media Group president.

Channel 5 Awaits Operation Retuning U.K. To See Wide-Scale VCR Tweaking Program

BY PETER DEAN

LONDON-The punctual arrival of rest Britain's fifth and final terrestrial TV channel on Jan. 1, 1997, rests primarily on one of the largest, costliest, and most complicated national ersion exercises conducted in the U.K. since homeowners began lighting stoves with North Ses gas. Between August and the start date, Channel 5 Broadensting will have to visit 50% of the nation's 23 million households and manually return every WCR away from channel 37, the band used to play tapes and the one that will

carry the new station. Without retuning, a live Channel 5 will blank out 70% of VCRs, affect satellite equipment, and potentially knock out other household appliance operating at the same frequency, the one reserved for home video. When a consortium comprising Pearson, MAI, CLT, and U.S. investment banker Warburg Pincus won the Channel 5 license last autumn, the British Video Assn. (BVA) put the governing body, the Independent Television Commission (ITC), under

extreme pressure to guarantee that the TV station would not start transmitting until the retuning had been The BVA wanted to avoid a poter tially damaging scenario in which the 79% of U.K. homes with VCRs would be unable to use their machines for playing prerecorded cassettes, eiti rented or purchased. At the time, BW

travails of DVD over the past six months, but Panasonic director general Lavinia Carey voiced kept insisting the opposite at an earlier press event (Picture her concern that the consortium did This, Billboard, July 27). In fact, Panasonic started out at not have the necessary funds to carry the Olympics, a showcase for its broadcast equipment. cett the tuck wearing the same rose-colored glasses, but soon conceded "I am worried that this consortium's plane are underfunded and underenpervised " she said "This could dam.

Since parent Matsushita is also making DVD players for Thomson Consumer Electronics, it's fair to say that Thomage the industry and create ill will son has run up the white flag as well. The last of the '96 amonest frustrated consumers who will be deprived of watching videos Under the terms of its license, RECYCLE REDUX: We Channel 5 is obliged to visit 70% of the homes able to receive the new channel omitted a few salient facts about cassette recycles and offer them a retuning appoint-Intermedia Video Prodnent, if it is needed and wanted. The ITC now says that it has to have proof ucts, featured in our Aug. 3 column, First, 35%-40% that this exercise is at least 90% comof Intermedia's workforce plete before it will give Channel 5 the

green light to go on the sir. Chief executive Ian Ritchie says that he is "totally confident that we will complete the retuning program by the end of the year." Whether Channel 5 can meet this deadline, however, is open to great speculation in the

media, especially as the company refuses to give the press any details on the success rate of a test retuning site in Wallington, Surrey Twenty-two returers are visting 10,000 homes in a two-month trial that began June 5. Each resident was sent a letter from Channel 5 carrying a security code number that they are to check against the retuner's ID. An explanatory leaflet is being distributed to every household in the area, as well as to local community and residents groups. Wallington residents can also call a toll-free phone number to verify their security code number or make a returing appointment.

The potential problems in this colossal retuning exercise are varied. Retuners do not know how many VCRs are in each home or their make model, and age. In addition, occupants procedure, or wary of retuners. Rob beries are frequently committed in the U.K. by criminals who enter homes while posing as utility workers. Retuners must carry identity cards have a Channel 5-tagged bag, and work in a team. Channel 5 has taken pains to point out that its hiring procodures for retuners, who are recruited locally, are done in close consultation with the police.

(Continued on page 61)

Acknowledging FoxVideo's Weight; **ITA Report To Examine V-O Options**

NVISIRI P. For all its size, home video remains Hollywood's hidden asset. Rarely, if ever, does the consum media discuss the enormous impact cassette sales have on studios' bottom lines and their movie-making plans. The New York Times seems particularly obtuse. It run a lengthy piece on 20th Century Fox boss Rupert Murdock in the July 29 edition without mentioning Fox Home Entertainment: The name never own made the list of Few Filmed Entertainment's activities. We could understand if

Fox Home Entertainment were a financial pipoqueak, but tiny it's not. rade sources indicate the various FoxVideo lines sed \$200 million in the U.S. in fiscal '96, which ended June 30, significantly ahead of the previous ar, (Billboard ranked the Fox entity third, behind Disney and Warner in calendar '95, with sales of \$850 million.) Sell-through ales of titles, including the

series and such movies as

'Dunston Cheeks In." rou-



with the company, says Intermedia senior sales and marketing VP Doug Booth.

that postponement to 1997 was inevitable.

hardware die-hards, Toshiba, hasn't been heard from.

is handingped. These peo-

ple were hired by a former

Goodwill executive, Steve

Golden who devised the concept but is no larger

tinely register in the millions: "The Sound Of Music" reissue is expected to top 6 million, and Lord knows how many conies of "Independence Day" will be delivered, "FoxVideo is punching above its weight," says one observer. "The real challenge is to take it to a new level."

CHINESE CHECKERS: Consultant Richard Kelly, president of Cambridge Associates in Stamford, Conn., has repleted the first draft of the ITA-commissioned study of the V-O supply. Shipments of V-Os are at the mercy of the Chinese government, which could use the plastic shells housing blank and prerecorded tape as pawns in a trade war with the U.S. (Picture This, Billboard, July 13). Kelly's goal is to pinpoint alternative sources. His finished report should be out later this year. One way to prevent a V-O war might be to get the Chi-

nese hooked on American movies: no shells, no Jim Carrey, Warner Home Video and MGM/UA Home Entertainment are making the addiction possible by reaching a licensing deal with Shenzhen Advanced Science Enterprise Group in the Guangiong province to dub cassettes for mainland VCR owners. It's the first such studio deal in a country with 150 million TV households, which contain about 60% of a total population of 1.2 billion.

NO MEDAL; Panasonic added a booky prize to the gold, silver, and bronze medals awarded at the Summer Olympies. According to attendees of a Panasonic pressand-dealer junket to the Atlanta Games, corporate top brass finally admitted that the DVD player would not be canched in the U.S. in 1996. This, of course, is no surprise to anyone following the

Second. Intermedia plans to conform to strict Hollywood requirements for recycling. Booth describes the studios as "very paranoid group" that demands a "locisiown-secure facility, multiple degaussings to ensure complete tape erasure, and the complete absence of adult product. Pornographic snippets, usually at the end of a reused cassette we plagued duplicators in the past. "It's Murphy's Law," Booth comments

He anticipates a major shortage of blank tape this year while sell-through volume advances 20%-25%, thus faciling demand for Intermedia output, including defectives "literally rebuilt by hand." 3M, which had announced that it would cease making videotape, will produce tape panrakes through '97. But that doesn't add to the supply, notes Booth. who thinks the smaller dubbers "are going to get hurt. Those buying from Intermedia could be getting refurbished cassettes from the Fox TV network, an early supplier.

MOVES: Jack Silverman, who made a twin killing in home video, has decided to unretire and get back in the business, according to a friend and former employee, Des Walsh, VP/GM of Disney-owned SuperComm. Super-Comm, which installs supermarket revenue sharing systems, is one of Silverman's offspring . . . Media con David Fishman, formerly of AT Kearney and A.D. Little, has launched his own venture, Centre Advisory Services in Belmont, Mass. Home video is a specialty... Michael Caruso leaves Blockbaster after a stirt as PR chief... Fol-lowing the successful Los Angeles convention, Bob Finlayson deports as VP and chief spokesman of the Video Software Dealers Assn

VSDA Reassures Retailers That Growth Is Not Finished

LOS ANGELES-Blockbuster Enter tainment Group president/COO Gerry Geddis elicited sighs from smaller video retailers when he remarked dur ing the Video Software Dealers Assn (VSDA) convention here that the U.S. market could absorb double the num ber of Blockbuster Video stores it now boasts-up to 8,000-9,000 in the pect five years, he said, from its current base of some 4,700. The planned expansion will come through a mixture of new stores and acquisitions, he said, in major markets

and smaller communities throughout

The good news for those same small retailers, Geddis noted later during a wide-ranging retailers panel, is the there is strength in being lithe. "In the end, this is still a neighborhood busi ness," be said. "Tougher competition or thron-store owner Ithen from other major chains]. They are top-notch with customer service, they can do things locally, and they can move on a dime to respond to changing needs, which is something that bigger chains can't do

In other words, to borrow a maxim

BY MARILYN A. GILLEN from "The Hitchhiker's Guide To The

Galaxy," don't panie. Those two words could, in fact, have been the unspoken theme of the 1996 edition of VSDA, held July 11-14, which stressed a measured strategic response to a changing retail and suppli er landscape, including DVD, the Internet, and pay-per-view (PPV), and a consolidation of power into fewer corporate hands. Nextly plotting the desired middle

ground between panic and complacency was Tom Warren, owner of the seven-store Video Hut chain, based in Favetteville, N.C. "We are still operating in what I call the 'field of dreams' mentality: We built a field, and every one came," he said. "I think those days are over when we could just sit back and wait for the customers to come to us. We've got to entice them now. But if we do, they will still come Keynoter Jonathan Dolgen, chairman of Viacom Entertainment Group. school that continued when he recalled the fears of theater owners when they first come face to face with home video and how those fears even. tually proved unfounded. "Home video didn't so much startle theater owners

...Now It's More Beautiful Than

OUR MEDIA CAMPAIGN WILL LET EVERYONE KNOW THE LADY IS BACK ...AND BETTER THAN EVER!

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"My Fair Lady" Purchase Intent is Higher than "Mrs Doubtfire" and "Miracle on 34th Street" and nearly equal to Shirley Temple

> Consumers can save up to ⁸12 with these "lover-ly" promotions.

- S10 Rebate with the additional purchase of Mattel's 'My Fair Lady' Barbie dolls.
- 82 Instant in-store coupon from L'eggs pantyhose with purchase of any pair of L'eggs and the "My Fair Ludy" video.



PRE-PACK ORDER DATE: September 3, 1996 SINGLE UNIT ORDER DATE: September 9, 1996 STREET DATE: October I, 1996 CATALOG *4100974



Robin Williams' Genie Grants Buena Vista's Wishes

LAUGHS ALL AROUND: Signing Robin Williams to reprise his role as Genie in "Aladdin And The King Of Thieves" not only gets Buena Vista Home Video a mountain of publicity, it will probably book the crossover

adult audience that helped boost sales of "Alaskiin" to record levels. In this direct-to-video sequel, Williams supplies enough gags to equal his antics in the original. The skits are hysterical but far over the heads

of even the most sophisticated young-As the "King Of Thieves," Williams races from one impression to anoth-

appreciate his hyperactive charm

boards at bus stops in major cities.

teaser campaign for a theatrical re-

favorite video outlet. Expect Buena

13 debut to point them in the right.

or surpass those of "Return Of Jufar,

new direct-to-video titles from the

THE CANDYMAN CAN: The 25th-

anniversary edition of Warner Home Video's "Willy Wonka And The Choc-

back deals from the supplier.

ning speed. He

spoofs of "For-

ther" before

launching into

hilarious send-

birmsen," and "The Godfa-

rest Gump.



coupons on 4 million 3+1 film packs The coupons are worth \$6 the list price. Meanwhile. Warner is offering a \$2 instant rebate when consum-

The title, priced at \$19.98, will be

released simultaneously with Worn.

er's "Twister" Oct. 1. "Twister" is

priced at \$22.96, and marketing plans

for the summer blow-out hit will be

McDonaid's plans to support "Willy

Works" with a Happy Meal promotion

throughout November. Inside each of

the 16 million Happy Meals projected

to be sold during that month, con-

sumers will find a \$3 mail-in rebate coupon for the title.

Fuji will piace instant-redemption

released this week.

ers purchase ups of Disney's "Pseahontas," "Snow "Willy Wonks" and "Twister," plus White," "Cinderella," "The Lion King," another \$5 if they buy "Superman and Mickey Mouse. Showing that no The Last Son Of Krypton," or any of one is immune to his umque brand of 28 Family Entertainment titles. In humor, Williams also pokes fun at his addition, the Best Western hotel chain own character from "The Birdcage." will promote the Warner relates at It's fortunate that this flick is on its 2,100 locations.

And, of course, there is a candy video, because that's only about half of the characters Williams abouters. Wenka" enssette will nestle a Nestle's es. It will take a few rewinds to fully "golden ticket" serntch-and-win game The rest of the movie is strictly card. Prizes include a trip to the Wilh Wonka Chocolate Factory in Chicago trademark story line of a love-struck or a year's supply of cardy. Nestlé will promote the contest and video on 10 couple torn between good and evil. But Buena Vista is looking to million candy boxes and 30,000 in-Williams to pull in the adults via billstore displays

Although Warner has an elaborate plan in place for the title, there isn't a The message: Williams is back as hint about a DVD version. DVD releases of "Willy Wonka" and Since the acis look and read like a "Twister" were originally scheduled lease, consumers might be forgiven if to coincide with the launch of Thornthey look for "King Of Thieves" at son Consumer Electronics' players. their local cineplex rather than their For now, though, that strategy is gone Vista to plant enough television and

N THIS CORNER: Buena Vista isn't the only aumplier hat on the direct-to-video trail MCA/Universal is developing the

Buena Vista president Ann Dub says the supplier is confident that first direct-to-video title from its sales of "King Of Thieves" will equal American Tale series, which features mouse character Flevel. Two animatwhich rold about 10 million units since ed features have been released thestricully: the next is due in 1998, says its direct-to-video arrival in 1994. president Louis Feola. (Williams didn't neoxide Carrie's voice-Other MCA projects include the third in the Land Refore Time direct

to-video series. "The Land Before "Prince Of Thiesas" will usher in a alew of similar productions that Daly Time IV: Journey Through The has been talking up for more than a Mists" will be released Dec. 10 at war. Buena Vista has nothing else on \$19.98. The next installment will be its 1996 release schedule, but next released in late 1997, according to year's slate should be peppered with Feola, and another is in developmen From the theatrical pipeline, MCA Winnie the Pooh series and other will release "Flipper" Oct. 8, also at \$19.98. The title will be premoted with a \$3 relate when consumers

purchase it with "E.T. The Extra-Terrestrial," which returns Oct. I priced at \$14.96. In addition, a "Flipper" consumer sweepstakes will award 10 trips to the Bahamas, Entry forms will be

clate Factory" will feature \$16 worth of rebates from tie-in partners McDonald's and Figi, as well as cash-(Continued on next noor) Billboard. FOR WEEK ENDING AUGUST 10, 1996

Top Video Sales.

HIS WEEK	AST WEEK	WKS, CN DIMED	TITLE	Label Distributing Label, Catalog Number	Principal Performers	Past of Referen	Paling	Consected
-	-	,		* * * No. 1 * * *	renomes	>0		۴
1			PLAYBOY: THE BEST OF JENNY MCCARTHY	Playboy Home Video	Jenny McCarthy	1996	M	١,
2	2		HEAVY METAL	Osherbia ToStar Home Video 74653	Animated	1981		Ì
3	4	5	GHOST IN THE SHELL	Narga Enlectarisment	Anmuted	1996	18	t
-	3	11	TIMENS	PolyGram Video 80060355293 Columbia TrStar Home Video 11743	Refus Wilsons	1995	80	H
5	8	13	NAME :	MCA/Joversit Home Video	James Connecti	1995	4	ŀ
	5	8	CLUELESS	Un Dat Corp. 82453 Paramount Home Video 33215	Alica Seventore	1995	PG-13	ŀ
7	1	14	THE ARISTOCATS	Walt Dancy Name Video	Inimated	1970	4	ì
1		12	MORTHL HOMING-THE MOVIE	Buena Vista Nome Video 0752 New Line Home Video	Chestopher Lambert	1995	PS-13	ł
	10	2	PLAYBOY'S BUSING STAIRS	Tarrer Home Entertainment N4310 Playboy Home Video	Tales Scto Various Artists	1995	79-13	ł
-	-	-	AND SEXY STARLETS	Un Dist. Corp. PSW0787	Various Artists Whitney Houston			ł
10	10	10	WAITING TO EXHALE	Forbideo 8946	Angela Bussett	1996	R	ļ
15	10	2	CHIMSON TIDE	Hollywood Pictures Home Video Buena Vista Home Video 5255	Denzel Washington Gene Hackman	1995	R	ļ
12	à	2	SABRINA	Paramount Home Video 05402-003	Humphrey Bogart Audney Hepburn	1794	HE	l
12	NEV	*	PLAYFOR'S HARD HODIES	MCA/Universal Home Video Un Dist. Corp. PBV0793	Yanous Artists	1995	NR.	ı
08	18	18	PULP FICTION	Miramax Horse Entertainment Surra Vista Home Video 1435	John Travolta Samuel L. Jackson	1994	R	l
12	10	12	PLAYSON 1996 PLAYMATE OF THE YEAR	Playboy Homa Video Uni Det. Corp. PSW0758	Stacy Sanches	1195	м	Ī
12	10	8	DUNISTON CHECKS IN	FoxVideo 8962	Enic Lloyd Jason Alexander	1955	10	Ī
12	24	2	NII. JEAN: TEIRIBLE TILES	PolyGram Webs 50060367733	Rowan Advissor	1995	161	Ì
12	10	10	AEON FLUX	MTV Music Television Sony Music Wdec 49830	Animated	1195	NI	Ì
19	19	1	CONGO	Peramount Home Video 33035	Dysan Wrish Laure Longy	1755	PG-13	Ì
20	26	10	MICHAEL JORDAN: ABOVE AND BEYOND	CISAFox Video FoxVideo 8360	Michael Jorden	2205	102	İ
24	16	2	WITERWORLD	MCA/Universal Home Video Uni Dist. Corp. 82680	Kevin Costner Dennis Hospir	1995	16-13	Ì
22	15	15	IT TIMES TWO	Warner Family Entertainment Warner Flome Widso 14600	Mary-Kats & Rating Discr Kardin Alley	1995	16	Ì
23	21	:	MIL BEAN, PETILOUS PURSUITS	PolyGram Word (00060367773	Flowen Ackinson	1995	161	İ
24	26	72	POCUMONTAS	Wolf Disney Home Video Bueno Vista Home Video 5741	Animated	1795	G	t
*	21	97	PLAYEON THE BEST OF PAMELA ANDERSON	Playbay Home Wideo Uni Dist. Corp. Psiv0790	Parmela Anderson	1995	107	t
23	24	6	DISKEY'S SING ALONG SONGS:	Walt Disney Home Video Bueno Vista Home Video 600703	Animated	1996	36.	t
27	2	10	THE MANY ADVENTURES OF WINNE THE POOH	Wolf Disney Home Video Bueno Vista Home Video 7074	Animated	2377		t
28	22		ANNIE LENKOT: LIVE IN CENTUL PIRK	6 Wort Home Video 1962 Video 15734	Annie Lennos	1996		t
29	20		SPECIES .	MGMUN Home Video Warner Home Video 905607	Ten Koesley	1995		t
22	28	10	DIE HAID WITH A VENGEANCE	Foliate 1858	Natasha Hondridge Eruce Willis	1196		t
n	25	7	THE NET	Committee Seitler House Water 11613	Semiel L. Jackson	ne	PE II	t
22	NE	-	DESPERADO	Calumbia TeStar Home Video 11613 Calumbia TeStar Home Video 11653	Antonio Banderas	1999	*	ł
22	20	12		Columbia Willar Home Widen	Warners Artists	1996	*	ł
-	-	-	"WERD AL" YANKOVIC DAD				-	ł
34	23	5	HATE DAY	Sosth Brox. Video 5053 Playboy Home Video	West Al Yankons	1996	NR.	1
35	34	15	PLAYBOY: HOT LATIN LACKES	Uni Oat Corp P8v6/92 Fox Lorber Video	Various Artists	1256	NR.	ŀ
35	ME		THE JOHN WOO COLLECTION	Onon Home Video 1226	Yanous Artists	2996	NR.	ļ
37	49	29	ACE VENTURA: WHEN NATURE CALLS	Warner Home Video 23500	Jim Carrey	1995	PG-13	ļ
38	HE	*	COPS: TOO HOT FOR TV!	MVP Home Entertainment 1001	Various Artists	1996	NR.	l
29	35	5	PENTHOUSE: THE ULTIMATE PET GAMES	Penthouse Video Warner/Vision Extensionment 50799-3	Various Artists	1996	NR.	I

million at suggested wheir his northeatrical tides. The patients perfection for a review sale of 250,000 ents or a release programs, and of at least, 50,000 ents and 52 million at suggested wheir for northeatrical tides. It 1996, filter

soft or \$7 cities in side of trans BILLBOARD AUGUST 10, 1996

classics.

CHANNEL 5

There have been reports of disgruntled Wallington residents. One comie contacted by Billboard report. ed that their retuner had been unable to adjust their VCR, had left, promising another visit, and never returned. One national newspaper, The Sunday Telegraph, reported a morning visit in which the retuner did not show un until the afternoon. A complaint call prompted a visit by a 'floating" associate, who appeared 30 minutes later. The home had two VCRs, one of which (an old-model

Punseonic) required a call to the head The visit lasted 50 minutes, "It was taking them longer to get 'round. admitted the retuner, who had to adjust five VCRs in one of the homes

In its bid for the license, Channel 5 had estimated that the retuning evereise would cost 55 million pounds (\$82.5 million), based on an average home visit of 11 minutes. However, according to pilot results, retuners are spending twice as much time, 20-21

nutes, per stop. Two of the other groups hidding for the Channel 5 license—New Century and Virgin-estimated retuning at more than twice the Channel 5 budget: 130 million pounds (\$195 million) and 120 million pounds (\$180 million),

Laurie Hall, chairman of the Video Standards Council, who describes himself as an "interested observer, thinks there could be potential fallout because "at this moment in time, the majority of the video-owning public will probably not be aware of it at all When a tuner calls 'round, they'll probably say, 'Why do you have to do

Exactly how Channel 5 will advertise retuning to the general public when the plan rolls out nationally in August is unclear. The station save it intends to hire 6,000 retuners-1,200 more than it said it would need last The Sunday Telegraph described the training as "hasty.

Channel 5 is also talking to cable perators, who would be content if all VCRs were made inoperable, to see it they can take on the task within their respective franchise areas. Regardless of who oversees the job, the routine is supposed to be the same: It begins with a direct-mail piece describing the procedure, followed up by a phone call and then a house call, whether or not the retuner has talked

The process involves using a testsignal generator to simulate transmission, checking the frequency for interference and, if any is found tweaking the unit until a clear test signal appears. Retuners are not allowed to dismantle or remove VCRs from the

SHELF TALK (Continued from preceding page)

box office.

available on "Flipper" point-of-pur-

VIDEO MISSION: The Tom Cruise action-fest "Mission: Impossible" will enter the fourth quarter sell-though lineup Nov. 12. Paramount Home Video has not set a price or announced any marketing plans for the title. Since its release on Memorial Day, "Mission" has

Les Misérables

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- 12-count and 36-count floor displays and posters will be available.



160 min. video



VSDA REASSURES RETAILERS

od from page 57 as wake them up," he said, noting that the rise of home video led to a better movie-going experience so that customars would still went to law tickets. even if they didn't have to leave their

correkes Though mature, the video industry has room to grow, he said, "but the days of easy growth are behind us." Like the theater owners of a generation ago, video store owners must increasingly focus on drawing in customers, he said. citing such traditional enticements as a wider variety of offerings and an everdeeper estalog among such less tangible factors as improved service and a

pleasing environment. The industry's base is solid. "A recent study found that video is the the price of chicken," Dolgen said. "Or. to rest it another way, video is the best

value without feathers." That is, unless you count pirated PPV signals, which many attendees were doing, to the tune of an estimated 5 million-plus illegal black boxes now believed to be installed in U.S. homes (Billboard, Aug. 3), "I can com pete with PPV, but I can't con with free," lamented Video Hut's

"To me, there is only one obvious answer [to the PPV-piracy problem] and it is longer and longer PPV windown " sold Rentrals CEO Ron Rorour show would benefit both sampliers and retailers, added Mark Wattles, president of the Portland, Ore.-based Hollywood Video chain. "If our revenue goes up, our video buying goes up. Period," he said. "[Suppliers are] losing revenue if we're losing revenue.

"Windows (are) the No. 1 issue that we as an industry have to face, agreed Blockbuster's Geddis. VSDA president Jeffrey Eves included lengthening PPV windows" among four industry projects set forth in his State of the Industry address (which black-box signal theft, industry awareness, and better supplier relations? Other issues batted around in VSDA

nanels, forums, and hallways; mass merchants. DVD pricing strategies, the wisdom of printing "suggested prices" on boxes, CD-ROM's place in video stores, and sell-through's impact on the

rental industry As to the last, Joe Pagano, video merchandise manager for Best Buy, simed to dispel what he characterized as the myth of his chain's "low-ball" pricing Contrary to the widely held belief that we are using video as a loss leader, it is areas of our stores," he said. Parago noted that Best Buy recent. ly moved video to prime real estate in its stores. "We are doing a better job of presenting our inventory-showing many more faces, for instance," be sais The move represents a multimillion dol lar investment, he added, Aggressively promoting sell-through doesn't mean it as to be a loss leader, he added, while acknowledging that the chain isn't

named "second-best bux Geddis alluded to Blockbuster Entertainment's expected step-up of of chairman/CEO William Fields, formorly No. 2 at Wal, Mort. Asked if the choice of the new executive signaled a move in the sell-through direction, Geddis raid, "I would hope so." DVD, meanwhile, was relevated to

sleeping-giant status, as the delay in core protection standards appeared by show time to have all but shelves prospects for a 1995 launch of the for mat (Billboard, July 20). Viacom's Dol voiced discomfort on the subject of DVD as a sell-through-only format "We shouldn't be asking the consumer to change his consuming habits," he said. "To offer a product that works only in a sales environment is not going

to succeed." An older new technology, CD-ROM, received mixed retailer reviews during a well-attended panel on direct broad east satellite, DVD, and CD,ROM However, moderator Jeff Allen, VP of marketing for Sight & Sound Multimedis, noted afterward that he had been doing bang-up business during the show with his econtumy's turnless CD- ROM packages, particularly among

That grocery element has shocked us," Allen said. "We expected [these programs] to be strong among the independent video specialists, but grocery stores are really excited about getting

into CD-ROM because it brings in cus-The Internet's impact on video viewing habits was also a matter of some debate, although the sheer numbers of people spending time online (41% of North American homes have PCs, Allen said) likely means less time spent in front of TV screens watching videos-something on which to keep a wary eye, retailers agreed. 'Change is coming," Dolgen

summed up. "But it is coming slowly."

Don't panie.

Billboard, FOR WEEK ENDING AUGUST 10, 1995 Top Laserdisc Sales.

COMPLED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS 99 Rating Market W actually one of the most profitable Label Distributing Label, Catalog Number 8 *** No. 1 *** MGM/UA Horse Wideo GO! DEMEYE Pierce Brosson PG-13 Bruce W Brad Pitt NEW b 12 MONKEYS 33.56 Robert De Nies 3 4 CARINO t HEAVY METAL Columbia TriStar Home Video 74656 196 33 95 MQMSUA Home Video LEAVING LAS VEGAS 1295 34.96 4 IIIMANII 1995 9 GET SHORTY Warner Home Video 105493 1995 34.98 Gene Huckman PolyGranii Video 9 3 DEAD HAN WALKING 1905 8 44.95 Image Entertainment 8006362431 RUMBLE IN THE BRONX Image Entertainment 3378 Jackie Char 2999 8 29 15 Paramoent Home Video Poner Enterta timent (USA) L.P. 33118 2 Hollywood Pictures Home Video Image Entertainment 5063 6 19 GRAVEWEART 11 DEAD PRESIDENTS R 39.99 MCA/Uzwensal Home Video Uni Dist. Corp. 42777 12 11 SUDDEN DEATH Jeon-Claude van Damme 1995 34 95 13 MIGHTY APHRODITE Svena Vista Home Video 7173 14 THE AMERICAN PRESIDENT Columbia TriStar Home Video 80176 1995 PS-13 34.15 Paramount Home Video Pioneer Entertainment (USA) L.P. 33043 12 44,56 MGWUA Home Video 16 RICHARD III 1995 8 34 96 Warner Home Video 105528 17 . 49.55 image Entartainment 3364 Morgan Free 18 GRUMPIER OLD MEN Warner Home Video 14191 2005 PG-33 34-96 Water Nathou Hollywood Pictures Horse Vi 19 20 3 POWDER 1995 PG-13 39.19 Sean Patrick Flanery Miramax Home Entertainment Onterion Collection 1423 20 19 41 PULP FICTION 2006 21 13 ١. STRANGE DAYS 1005 8 4936 Irrugs Extertainment 0893985 22 17 7 THE MONEY TRAIN Columbia ToStar Horse Video 11076 . 34.10 21 NEWL FATHER OF THE BRIDE PART II Steve Mertin 24 NEW P AMERICAN GRAFFITI 2516 25 NEW D VIDEO ESSENTIAI S ISF

◆TA god celfication for a minimum of 125,000 with or a dolar volume data or 50 million at suggested retail for thearcally meased programs, or of teat 2.5.00 with set 3.5 million at suggested retail for thearcally meased programs, or of teat 2.5.00 with set 3.5 million or suggested retail for thearcally meased programs, and or fail million at suggested retail or 9.000 with set 3.0 million at suggested retail for more suggested. The suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retail for the suggested retails of the suggested retails or the suggest

Los Angeles VSDA Convention Brings Out Stars The stars-some of them, anyway-came out to shine at the Video Software Dealers Assn. (VSDA) convention in Los Angeles last month. Here's a sampling:



an attending at the VSDA's Fast Forward to Find Hungar booth.



Disney's opening-night blast for 'Aladdin And The King Of Thieves "



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16 65 55

Paramount Nick Vids Debut

NICK'S NEW HOME: Paramount Home Video's Oct. 15 launch of its recently acquired Nickelodeon Video Line (Billboard, July 13) includes three new releases and nine catalog titles, all from the popular series Rugrats and Allegra's Window. The new additions are "Rugrats: Phil And Lil Double Trouble" and "Ragrats: Temmy Trouble," each of which contains four cartoons and

three shorts, and "Allegra's Christ-

mas," an exclusive-to-video special

that will not air on Nickelodeon until

December 1997. Rugrats entries are

\$12.95 each; "Allegra's Christmas" is



by Moira McCormick which are now priced at \$9.95. The Ragrata rereleases base been expanded to include other cartoons and shorts.

according to a Paramount Home Video spokesman. The order cutoff for the

Paramount/Nickelodeon launch is Sept.

and three from Allegra's Windo

and kids' titles and on the studio's World Wide Web site on the Internet. which is linked to Nickelodean's home page. In addition, retailers are receiving point-of-purchase materials, including 24-piece preparked floor displays and 3D shelf talkers. Consumers who buy any two Rugrate or Allegra tapes qualify for a \$2 mail-in rebate. The offer is good for purchases made between Oct. 15, 1996, and April 1. 1997

other Paramount Home Video family

BUMPS IN THE NIGHT: 20th Century Fox Home Entertainment and Scholastic Productions have completed an agreement giving Fox distribution rights to the TV series Goosebumps. Fox will unleash two more Goosebumps titles on video Sept. 3: "A Night In Ter-ror Tower" and "Stay Out Of The Base-ment," each available in clamshell pack-aging for \$14.98. Its first title, "The Haunted Mask," released in April, has sold more than 2,5 million units. Goosebumps is based on the best-

HEEERE'S JONNY: A small army of corporate sponsors, including Pilisbury, Campbell Soup, Pizza Hut, General Mills, and Galoob Toys, are teaming with Turner Home Entertainment to introduce a new series, "The Real Adventures Of Jonny Quest." Based on the original '60s animated series "The Adventures Of Jonny

selling books by R.L. Stine. More than 140 million copies are in print.

Quest," the program debuts on Turner Broadcasting's TNT, TBS, and Cartoon Network channels this month. A welcome innovation is the addition of a female character, Jessie Bannon, to the previously all-male cast. The four-title series hits stores Oct. 8 (pre-order cutoff Sept. 17) Pillsbury's role in the promotion includes a \$3 mail-in rebate, display

contests, and instant coupon offers or 20 million Pillsbury packages in 10,000 outlets. Select packages will contain the rebate coupon. Meanwhile, Camp bell Soup will run an on-package promotion featuring six Jonny Quest collectibles on 20 million cans of Franco-American Spaghetti-O's.

More than 5,000 Pizza Hut restau ranta will hold a merchandise givesway Aug. 19-Oct. 15, promoted via broadcast TV and Turner's cabie channels. General Mills plans to promote the series on boxes of Honey Nut Cheerios and Cinnamon Toast Cruncb. Some 13 licensees and promotional partners are joining for a Quest Adven-

ture Pack, which offers licensed merchandise and savings on related products, including Galoob toys, Pizza Hut nizzas, Durk Horse comic books, Unper-Deck trading cards, and Virgin Interactive and Kid Rhino audio releases. The four Quest titles, "The Alchemist," "Escape To Quest World,"
"The Darkest Fathoms," and "Rage's Burning Wheel," contain the title episode, a secondary episode, two "bonus toons," and a 3D animated Questworld episode. Each is \$12.98 sug

M AGIC BUS: KidVision has two new titles from Scholastic's The Magic School Bus ready to pull into stores

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×	×	OWE	COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE REN

THIS WELK	X33W TSAL	WIS ON CHAR	TIFLE States	Label Distributing Label, Catalog Number	Principal Performers
Т			***		
1	5	3	BROKEH SAROW (I)	ForMaio CERCSES	John Tourish Complex States
2	. 1	5	HEAT (II)	Warner Flore Video 14192	Robert De Nico Al Pacino
3	8	3	12 MONKEYS (b)	MCA/Universal Home Video Uni Del. Corp. 62751	Bruce Willie Brad Pilt
4	7	3	MR. NOLLAND'S OPUS (PI)	Hollywood Pictures Home Video Buena Vida Home Video 5779	Richard Drey's
5	6	5	DEAD MAN WALKING (T)	PolyGram Video 8006382433	Scsan Sarando Sean Perm
\$	2	ş	GET SHORTY (R)	MGM/UA Herne Video 505453	John Travolto Gene Hackman
7	4	8	LEAVING LAS VEGAS (I)	MSM/sA Home Video 909524	Nicolas Cage Elicabeth Shoe
8	3	9	CASINO O (II)	MCAUniversal Home Video Uni Del. Corp. 82562	Robert De Nive Joe Pesco
9	15	2	THE JUROR (II)	Columbia SriStar Morre Video 11603	Deni Moore Alec Baldwin
10	12	6	SABRINA PD	Paramount Home Video 15294	Nankson Ford Julia Ormond
11	11	6	FATHER OF THE BIRDE PART B (PG)	Ruchetone Home Video Buene Vista None Video 6695	Sleve Morbn Dione Kauton
12	NE	*	RUMBLE IN THE BROKE (I)	New Line Home Wides Turner Home Entertainment N6429	Jacke Chan
13	13	5	MIGHTY APPROPRIE (II)	Miranas Hona Estergament	Nooby Affen
14	9	9	SOLDENCYS (%-12)	Buene Vota Home Video 7173 MSMUR Home Video 905455	Mas Sprano Perce Pressure
15	12	In.	THE AMERICAN PRESIDENT (%-1%	Columbia TriStar Home Video	Method Book
16	16	4	STREET AND SERVICE TY O'C	60173 Columbia Triflor Home Video	Avnette Bering Evene Thomps
-	NET	Ŀ	NAPPY GLMORE PC-13	MCALineral Hore Video	Hugh Grant Adam Sander
18	19	1	NED OF ROSES ING	Un Dist. Corp. 42856 New Line Home Video	Diretton State
18	22	,	NEON (I)	Turner Home Entertainment N4409 Hollywood Pictures Home Wides	May Stuart Wa Anthony Hopk
20	14	10	POWDER (%-13)	Buena Viala Home Vialao 6700 Hohnesod Pictures Home Video	Joan Allen Mary Steenbur
-	-			Duana Vista Home Video 7048	Seen Patrick Fi Sally Field
21	NE	-	EYE FOR AN EYE (I)	Parameunt Home Wides 33091 MCA/Universal Home Vides	Keler Sutherla
22	17	6	SUDDIEN DEATH + (R)	Uni Dell. Corp. #2061	Aur-Disch von
23	18	7	GRUMPIER OLD MEX (FG 12)	Maner Home Video 14251	Jack Lemmon Multer Mattha
24	25	4	THE CROSSING GUARD (I)	Mironex Hone Entertainment Buena Vista Hone Video 7404	Jack Nicholeo Anjelica Husto
25	23	20	BRAVEHEART (I)	Foremount Home Video 33318	Mer Gibeon Sophie Marce
26	20	17	SEVEN (II)	New Line Home Water Turner Home Entertainment (H438)	Bred Pitt Morgan Freem
27	30	13	THE BRIDGES OF MADISON COUNTY (FG 13)	Maner Hone Wides 12772	Clint Eartwest Maryl Streep
28	21	11	AMANU PO	Columbia TriStor Home Video 11743	Robin William
23	NE	*	FOUR ROOMS (II)	Minuman Horie Entertervment Suena Visto Home Visto 7904	Anlorio Bande Madonne
30	32	6	TWO IF BY SEA (R)	Marrier Home Video 14359	Sanora Bulloo Danis Leany
31	26	15	TO DIE FOR (I)	Columbia TrSair Home Video 73433	Nicola Kidman Mart Drice
32	29	12	HOW TO MAKE AN AMERICAN QUELT # (7G-12)	MCA/Universal Home Video	Winera Poder
33	28	13	THE MONEY TRAIN (I)	Uni Diet, Dags #2595 Cutumble Trifton Home Video £10778	Dermot Istuito Messey Snipes Woody Harrel
34	24	11	DEAD PRESIDENTS (II)	Holywayd Pictures Home Video Swena Vieta Home Video 5263	Larenz Tate Onns Tucker
35	31	4	DRACULA: DEAD AND LOVING IT ITS: 131	Onlumbia TiSar Home Video 80093	Lesie Neber Mel Brooks
36	36	13	WAITING TO COUNTE (I)	Forniero 8946	Whitney House Angels Essent
37	NE	H>	THEODORE SEX (FG)	Now Line Home Video Turner Home Entertainment H4426	Whospi Solds
38	27	9	MCK OF TIME (II)	Parameter Home Video 33043	Johnny Depp Christopher Mi
	337	12	TOM AND MUCK (FG)	Walt Draney Home Video Buena Vista Home Video 7755	Januthan Taylor T Brad Reinto
39		-	SHOST IN THE SHELL INC	Haga Estataconect	Extended
	NE	WÞ.		Pol-Grave Video 80060355252	

the older titles-six from Rugrats Billboard.

Sony Wonder originally distributed FOR WEEK ENDING AUGUST 10, 1996 Ton Kid Video

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THIS WEEK 2 WKS. AGD WKS. ON CHART			COMPLET FROM A NATIONAL SAMPLE OF RETAIL STONE SALES REPORTS TITLE Label, Distributing Label, Catalog Number	Pase of Reinase	Supported
1	1	15	* * * No. 1 * * * THE ARISTOCATS Walt Doney Harrie Video(Boena Vista Home Video 0252	1650	×
2	2	21	POCAHONTAS Well Change Home Video/Buene Vista Home Video 5741	1995	25.5
3	12	3	OISNEY'S SING ALONG SONGS: TOPSY TURYY Walt Disney Home Video/Boena Vista Home Video 703	1996	121
4	4	19	THE MANY ADVENTURES OF WINNIE THE POON WIT Covery Home Video/Queen Vista Home Video 7074	1517	28.5
9	3	17	BALTO MCNUniversal Home Video(Uni Dist. Corp. \$2593	1995	13:
8	5	19	GOOSEBUMPS: THE NAUNTED MASK	1996	141
7	6	51	SCHOOLHOUSE ROCK, GRAMMAR ROCK ASC Video Passmouth Home Video 47021	1295	121
8	13	75	THE LION KING Wat Donny Home Video/Buene Vista Home Video 2977	1994	26:
9	8	9	PHANTOM 2040: THE GHOST WHO WALKS Favor Home Cristian Heroline Home Wides 27647	1996	141
10	14	15	WALLACE AND GROWT: THE WRONG TROUSERS 86C Video Fashings 8250	1995	51
11	,	23	MARY-KATE & ASHLEY OLSEN: CASE OF SHARK ENCOUNTER Dualstar Video/Wurrer/Iroon Entertainment 53220-3	1996	12
12	1	31	THE LAND BEFORE TIME III O MCAUSIGNATION VIOLENTIAL DISC. Com. \$2413	2995	19
13	11	9	BARNEY'S FUN AND GAMES Sampy Home Video The Lyons Group 02011	1996	14
14	18	37	SCHOOLHOUSE ROCK: MULTIPLICATION ROCK ABC Video Paramount Home Video 4702.3	1995	12:
15	15	15	BARNEY'S TALENT SHOW Sample Home Video/The Laons Group 2010	1996	14:
18	13	22	WALLACE AND GROWIT: A GRAND DAY OUT SEC Video Townides 8287	1995	51
17	NE	w Þ	WINNIE THE POOH: WORKING TOGETHER WAT DONNY Home Video Burns Video 6765	1996	12
18	16	207	CINCERELLA Wat Charry Mome Video/Buena Vista Home Video 410	1950	26
19	17	23	MARS KATE & ASHLEY OLSEN: CASE OF THE SPACECAMP MISSION Dualitize Video/Warner/Spoor Entertainment 53323-3	1996	12
20	NE	wÞ	WINNE THE POOR: HAPPY POOR DAY Wait Chang Home Video Sums Vide Home Video 6764	1996	12
21	19	13	RIDS FOR CHARACTER Line Studios 802100	1996	34
22	22	5	TIMON & PUMBAA: GRUE'S DN Wat Dasley Home Video Suena Vista Home Video 6706	1996	12
23	20	13	BEAVIS & BUTT-HEAD: FEEL OUR PAIN MTV Music Television Sign Music Video 45614	1996	ж
24	21	460	DUMBD ◆ Wat Durny Home Video/Buena Vista Home Video 24	1941	24
25	HE	wÞ	WEE SING, ANIMAL SONGS MCAULINESS Howa Vigeotin Dist. Corp. 82584	1996	51

• If A gold certification for a minimum of 1.25,000 units or a dollar volume of 59 million at setal for fleating-by selessed programs, or of at least 25,000 units and 51 million at suggested resid for certification for a minimum sale of 25,000 units or a dollar volume of 516 million at reast for theating-life yielded programs, and of it least, 50,000 units are 22 million at suggested resid for northeating-cells (= 1.95), 88 bloom 8870 Communication.

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ter interestional Agency based in Boston Artist renter comprised at measures instrumental and vocal artists. Resolution Fas Reseme: 617-264-7466 BILLBOARD AUGUST 10, 1996

Update

CALENDAR

A weekly listing of trade shows, consentions, agrands shows, seminars, and other events. Send information to Calendar, Billboard, 1515 Broodson, New York, N.Y. 10036

AUGUST Aug. 12, T.J. Martell Tonos Challenge Cop. Ginn Onks Chab, Old Westbury, NY. 212-888-Aug. 15. Isanc Hoyes' Birthday World Litnracy Crusado Fund-Roiser, Century Club, Creatury City, Celf. 213-930-2366 Aug. 22-25, 1996 U.S. Transplort Games,

presented by Ihn National Adamy Foundation. University of Utah, Sall Lake City 800-622-Aug 26-Sept. 2. Wiemesete Black Music Expe And Awards, Hyalf Regency, Mennespolis. 312,268,8288 Aug 29. Atlanta Lagrads Ball To Boartit Sichle Cell Anemin Gener Hotel Atlanta 404-

SEPTEMBER Sept 5-7, Billboard/Arpley Menitor Redio nations And Awards, New York Sheraton, New Tork. 212-536-5002

Sept. 9. Fifth Annual Bobbe Hetfield Cha Hy Gelf Classic, to beself the Southern Califormin Lupus Foundation, Los Cayates Country Club. Buses Park Cold. 214-833-2121 Sept. 11, The LAWIM Music Resources Marketplace, presented by Les Argeles Women in Music Olympic Collection Recover

and Conference Conter Los Angeles 213-243-Seal 11 Hollyward Meets DRTV- The Direct Response Television Conference For Entertninment Marketers, presented by In-Finn-lity Orect and Milliams Talmysson Time Universal Sherator, Santa Ana, Calif. 800-331-

Sept. 13. Geedline for ASCAP Feundation iter Workshop Series, beginning Oct. 26 New York 212-521-5474 Sept 17-19, Interactive Multimedia Ass Expo, Jacob Joya's Convention Center, Nav YeA 415,286,2500.

Sept 20-22, Women In Music Busienss Assa, Eastern Regional Conference, Holday Irm Crowne Plaza, Nashvilin 619-416-0935. Sept 21. How To Start And Run Year Own Record Label. The New Yorker Hotel, New York 212-688-3504

Sept. 21-28, Georgin Music Festival And Hnil Of Fame Awards Show, various locations.

OCTOBER Oct. 2, 30th Annual Country Music Assa Avends, Grand Ole Opry, Nashville 615-244-

Oct. 3, SESAC Country Music Awards. SESAC bondeundors, Nosbuille, 615, 320

Oct. 21. Academy Of Country Music Bill Bryd Golf Classic, De Rell Golf Course, Bur-bank, Culff, 213-462-2351. Oct. 30-Nov. 3. 16th Annual Black Entertalement And Sports Lawyers Asse. Confernece, Merriott CasaMagne Resort, Puerte Val-

Inta. Messco. 609-753-1221

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munic division of the United Jawish Appeal-Federation of Jawish Philasthropies, Pictured, from left, era Mel Ilbermen, chairman, Sony Music International; Larry Rosen, president, N2K Inc.; Eric Kronfeld, precident, PolyGram Holding Inc.: Strauss Zeinick, praeidant/CEO, BMG Entertainment North America; and Alan C. Graenberg, chairman, Bear, Steams &

SONY FOR THE RECORD

A photo caption in the July 13 issue misstated Molly Kenefick's title at Passion Press, She is marketing director.

War guitarist Howard Scott was misidentified in an Aug. 3 article on a isweait filed by band members.

In a photo caption in the Aug. 3 issue. James Heathfield was identified as band manager for Jars Of Clay. He actually is Southeast regional promotion manager for Silvertone Records.

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ntinued from page 4)

includes the Columbia and TriStar movie studios and Columbia TriStar Home Video, reports that revenue

soared 84.3% to 106.5 billion year (\$977.3 million). In dollars, the increase was 43 7% from \$679 8 mil The company states that sales were

up because of a library licensing agreement with a German broadcaster, the success of the sell-through video of "Jumanii," and favorable boxoffice results from international markets. These factors were "offset by the disappointing performance of U.S. theatrical releases during the year." Sony says there was "strong profit ement" from the mov mainly because of the German licens-

Overall operating income for Sony's ertainment companies increased 73.2% to 17 billion ven (\$156.2 million).

Sales from Sony's electronic businesses rose 29.2% in the quarter to 883.9 million yen (\$8.1 billion). Last year's sales in dollars were \$8.5 billion. The company says, "MiniDisc syssas registered a favorable sales performance and sales of ear stereos also advanced." Additionally, Sony's video game player, the PlayStation, 'continued to post strong sales."

LIFELINES

Boy, Micbael Hamilton, to Mark Quail and Lim Hamilton, July 2 in Toronto. Father is an attorney at

Twins, Lauren Pauline and Lindsay Beth, to Doretta and Greer Miller, July 8 in New York, Mother is administrative coordinator for Sony Wonder. Father is director of regional sales for Broadcast Data Systems.

Boy, Brendan Angle, to Michael Stearns and Karen Angle, July 11 in Santa Fe, N.M. Father is a Hearts of Space/Fathom recording artist.

Girl, Mallory Angelee, to Fred and Georgia McFarlin, July 17 in Atlanta, Father is broadcast/entertainment director for Catspaw Pro-

Box Matthew William, to Maria and Dave Kleinman, July 19 in Los Angeles. Mother is director of pub-

ligity for Walt Disney Records Girl, Allie Colleen, to Garth and Sandy Brooks, July 28 in Nashville.

Father is a multiplatinum recording artist on Capital Nashville. Koke Taylor to Haves Barris, June

winning artist on Alligator Records. Kathleen Reed to Brett Merritt, July 4 in Las Vegas. Bride is the West Coast sales manager for Road runner Records. Groom is with ESP

Audrey Howe to Steve Faine, July 20 in San Francisco, Bride is nation al promotion manager for Hearts of Space/Fathom Records, Groom in bass player for the group Decal and CEO of Go Zembie! Records

Rob Collins, 32, of injuries sus-

tained in a car accident, July 23 near Monmouth in Gwent, Wales Collins was the keyboard player in the Beggars Banquet band the Charlatans UK. The group has had two No. 1 albums and 10 top 40 singles in the U.K., as well as successful releases in the U.S. and other parts of the world. The Charlatans

UK were in the midst of recording their fifth album and were sched 9 in Chicago, Bride is a Grammy uled to perform a number of sup port dates with Oasis in August. Collins is survived by his parents, wife, and daughter. Evelyn Danzig Levine, 94, of nat

ural causes, July 26 in Los Angeles She was a concert planist who wrote the music for the '50s standard
"Scarlet Ribbons," with lyrics by Jack Segal. The song, popularized by Harry Belafonte, has been recorded by numerous artists, including Perry Como, Dinah Shore, Joan Baez, the Kingston Trio, and, mont recently, Singad O'Connor Levine is survivad by two sons, William and George, and four grandchildren.

GOOD WORKS

HOME AND HANDGUNS: Jane cosmetics is running a promotion that includes a free CD with the purchase of its products. The company will make a donation to Cease Fire each time a consumer receives a CD by submitting by mail three Jane proofs of purchase along with \$1 for postage and handling. Cease Fire is an organization formed to educate people about the potential dangers of having bandguns in their homes. The CD, compiled with the coopera tion of Elektra Entertainment, con tains cuts by the Cure, Moonpools & Caterpillars, Billy Ray Martin, Nancy Boy, Mista, Superdrag, the Dambuilders, Keith Swest, Ziggy Marley & the Melody Makers, Johnny Q. Public, Double Plus Good, Sa-Deuce, Spacehog, and Nada Surf. Jane is placing promo tional inserts in the August issues of Rolling Stone, Us, Teen, and Sassy magazines. Contact: Susan Hagaman at 212-628-1578

AUTISM BENEFIT: Geffen Records artist Beek will appear with other musicians Aug. 11 at the

Santa Fe Loading Docks in downtown Los Angeles to raise money to aid Cure Autism Now (CAN), an organization formed to raise funds for 3-year-old Banio Sky Harris. Beck's godson, who was diagnosed with autism last year. CAN was founded by parents of autistic children, clinicians, and scientists to find a cure for the disease, which is a neurological disorder that affects sunication and perception. Joinog Beck in the concert will be Money Mark, Sukia, 10 Cent, Abe Lincoln Story, and Marty's Sexu al Organs, with others to be announced. Tickets for the benefit are \$10 and are available at Los Angeles record shops Second Time Around Records, No Life Records. and Spaceland. Donations can be sent to Banjo Sky Harris Fund c/o Cure Autism Now, 5225 Wilshire Blvd., No. 503, Los Angeles, Calif.

COUNTRY GOLF TOURNEY: With performer Tracy Lawrence as host, the Academy of Country Music (ACM) will host its 14th annual celebrity golf tournament Oct. 21 at

the De Bell Golf Course in Burbank Calif. It will benefit three gro the West Coast division of the T.J. Martell Foundation for Cancer, AIDS and Leukemia Research, the Neil Rogart Memorial Laboratory and the Los Angeles Shriner's Hospital for Crippled Children. More than \$500,000 bas been donated to various charities through this event. The entry fee is \$300 per person including post-tournament awards dinner and celebration. Contact: ACM office at 213-462-2351.

YULE ALBUM: Proceeds from Domo Records artist Kitaro's upcoming album of Christman favorites, "Peace On Earth," will benefit the Earth Communications Office (ECO), a nonprofit entertain ment-industry group that seeks to improve the environment. In the past six years, EOO has produced a series of public-service announcements at movie theaters, TV atations, college campuses, airlines, and stores that are said to have been seen by 500 million people worldwide. Contact; Steve Levenque at 213-651-9300 or Sue Burkat at 914-

237,6888

oaramm



All Thumbs, Harry Connick Jr., left, and WPLJ New York DJ Tony Banks promots positive energy during a recent one-stop at J&R Music World in the Big Apple for Connick's new album "Star Turtle."

WFMT Programs Intrepid Classical Chicago Station Doesn't Limit Its Playlist

98.7WFMT

CHICAGO'S FINE ARTS STATION

The juxtapositions of music or WFMT can flout conventional wis-

dom on all fronts. Schubert's "Unfin-

■ BY BRADLEY BAMBARGER Turning people on to the infinite

variety of classical music is a great tradition at WFMT Chicago. The heritage outlet, which bills itself as "Chicago's fine arts station," is an iconoclast compared with most commercial classical stations, programming with a creative flair more akin to public radio. "We're one of the few stations in the country that has no prohibi-

tions," says WFMT music director Dennis Moore, "We don't say, 'No have to program for the lowest comsopranos' or 'No minor-key music in mon denominator," he says. "Youngthe morning. We're inclusive, not er people often have the most open exclusive. We're not afraid of being adventurous, and our audience isn't

The classical radio industry is healthy but in flux: Shares are up. generally, but the number of stations is down. And with arts funding and music education on the wane, everyone is wondering from where the next generation of classical music fans is going to come

A prescriptive: Intrepid radio in one with the times could belp attract a younger, more involved audience, one that may be more immediately attracted to an eclectic yet accessible contemporary work, such as John Tavener's "The Protecting Veil" or even Alexander Balaneseu's score to "Angels & Insects," than a warhorse by Brahms or Beethoven. Listeners can lay claim to a piece like "The Protecting Veil" and "own" it as they would a favorite new rock hand. And through following Tavenclassical newcomer might be primed to eventually recognize the timeless sublimities of Beethoven's Symphony No. 7 or Brahms' Piano Concerto

But. Moore says, commercial radio tends to sell the listener short, a tactic that could keep a future genera tion from appreciating classical music. Classical programmers may try desperately to keep the audience from tuning out, but they should follow the forward-minded lead of stations like WFMT and strive to give listeners more reasons to tune in

CLASSICAL RADIO, RETAIL'S FORKING MUSICAL PATHS

half of this week's top 15 are vocal works (see chart, page 36A). Including the two "3 Tenors" albun Luciano Pavarotti has notched seven top 15 records in the year-end tallies since '93. And even beyond "Chant. early music vocals have proven popular, with Anonymous 4 producing year-end top 15 hits in '98 and '94 and with the Hilliard Ensemble with savonhonist Jan Garberek scaling the top 10 last year with "Officium

In a way, Bartoli's record is even more remarkable. The young mean soprano bas hit the year-end top 15 eight times with six albums on London since 1963. She has done this in spite of the fact that her albums are broadcast on commercial radio less frequently than her retail volume might sugges Bartoli's relative absence from the airwaves-and she's probably played more often than any other vocalist-reflects especially sorrange On the nearly all PDs insist that yound music doesn't well, that it's a "turn-off The prejudice against broadcasting vocal music also applies to playing late-

20th-century or contemporary classical music. Asuin, chart performance would seem to belie that listeners avoid new musie. Henryk Góreek/'s Symphony No. 3 was a too five year-end smach in 1993 and '94, despite having premiered in 1976 (and having a significant role for a soprano voice). In '94, Arvo Pārt's album "Te Deum," comprising contemporary choral and string pieces, was a top 10 album. Philip Glass secred a top 10 hit with his "Low" Symphony in "IG, and the same year saw the three edgy alliums by the Kronos Quartet bubbling under in the annual top 25. This controdiction_that commercial classical radio programming doesn't

approximate the buying habits of classical music fans-seems troubling, especially as classical radio and the classical music industry as a whole strive to attract an expanded-i.e., -audience. But, according to Anthony Radel, VP of programming for SW Networks' Classic FM and author of "Classical Top 40." to fret about this playlist/purchase dichotomy is to misinderestand the fundamental difference in the realms of radio and retail. Buying a CD and listening to the radio are two completely different things," Rudel says. "Putting on a CD at home is an active listening experience. Propie use the radio as an accom-

paniment to other activities. NARROWCASTING Classic FM is a syndicated classical sic service that debuted in May 1996 (Billboard, Dec. 10, 1995). Broadcast in

seven markets in the U.S., the service features a music library of 12,000 eces that draws from nearly every period of classical music-though

orchestral material from the Classical and Romantic ages is best represented. Radel says he personally likes vocal music, citing baritone Bryn Terfel's latnot Deutsche Grommonhon moital dies as a favorite, but insists that his audi-Thus, vocal music is nearly nonexis-

tent on Classic FM. The network's promotional CD sampler features just one vocal piece, a movement from 20th-centary composer Carl Orff's popular ora-torio "Carmina Barana." Contemporary works fare only slightly better The only living composer included on the disc is Californian Lou Harrison with one of his Pastorales. In the area of Baroope music, Classic FM tends to avoid spicy perfors on period instruments in favor of slicker modern ensembles-even though period performances are now the standard, as well as some of the best-selling versions of the repertoire. As with most every commercial classical station, Classic FM severely limits its presentation of music featuring

harneigherd and organ. Despite all the rules about what Classic FM won't play. Budel says, it's what the syndicated station does play that is important, adding that it is the most expansive source of broadcast classical music. "Nobody has a higger music mix than we do," be says, "We're not just playing 'the greatest hits.' " (Continued on next page)

ished Symphony" will sbut one of his songs; a Philip Glass string quartet appears one hour, medieval vocals from Harmonia Mundi's "Le Moven Age" boxed set the next; the entire contents of boxed sets by pianists Alfred Brendel and Sviatoslav Richter have been programmed over time: classic dives, such as Maris Callas or Leontyne Price, are heard daily: organ music might appear in drive time: Johann Strauss' ob-so-19th-century waltses segue into thorny piano studies by Conion Nancarrow that are very much products of the post-modern age. And the station airs a new-release program five

nights a week.

about music, and you can't base a playlist on phone calls," Moore says. There's a big difference between giving people what they think they want and giving people a great classical music service. We program music based on our convictionsthat's why we're here. And I think is behooves a station to nov attention to the music people are taking the trouble to acquire. Prople say that CD buyers are a minority of the audience, but they are a treasured part of our audience As far as attracting a younger

Focus groups are no way to think

audience, Moore thinks fresh per formances and challenging material

Where Are The Arbs? Because of space limitations, the

centinuation of spring '96 Arbitron ratings is not running this week. They will resume in the Aug. 17

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5	4	4	30	INSENSITIVE	◆ JANN ARDE!
(I)	7	7	7	WHERE DO WE GO FROM HERE	◆ VANESSA WILLIAMS
7	\$	5	28	NOBODY KNOWS	THE TONY RICH PROJECT
8	3	8	21	ALWAYS BE MY BABY	MARIAH CARE
9	9	8	18	REACH (INC. INC.)	GLORIA ESTEFAP
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(II)	12	13	11	YOUR LOVE AMAZES ME	MICHAEL ENGLISH
Œ	16	25	3	WHY DOES IT HURT SO BAO	 WHITNEY HOUSTON
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COUNT ON ME FOLLOW YOU DOWN DOIN'T WANNA LOSE YOU ONE CLEAR VOICE 24

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п	7	8	28	NOBODY KNOWS •	THE TONY RICH PROJEC
12	10	7	23	IRONIC Marines (2006) PROF	 ALANIS MORISSETT
13	13	11	22	ALWAYS BE MY BABY	MARIAH CARE
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29	19	20	27	THE WORLD I KNOW	COLLECTIVE SOU
n	23	25	ı	* * * AIRPOWE	R * * * HOOTIE & THE BLOWFISH
m	24	27	5	* * * AIRPOWE	R * * * + OFSHWALL
(23)	26	24	6	FOREVER	MARIAH CARE

MACARENA (BAYSIQE BOYS MIX

CHILDREN

Radio

PROGRAMMING CLASSICAL RADIO, RETAIL'S FORKING MUSICAL PATHS

Albums receiving frequent rotation at Classic FM include Deutsche Grammophon's compilations of symphonic slow movements conducted by Herbert von Karajan and "In Gabriel's Garden, trumpeter Wynton Marsalis' disc of Baroque showpieces for Sony Classical as well as such crossover material as cellist Ofra Harnoy's survey of Beatles tunes for RCA, "Imagine," and pops composer/conductor John Williams' collection of Olympic themes for Sony "Summon The Heroes." SW Networks is a Sony company, but Radel says the parent's recordings aren't necessarily

(Continued from preceding page)

given special considers Mario Mazza, PD of WCRB Boston and GM of WFCC Cape Cod, Mass., agrees with Rodel's ideas about programming while taking a more doctri naire approach. His stations play only the greatest hits, whittling down a thousand years of Western art music to a library of fewer than a thousand works. He bases his playlists strictly on focus-group research on which piece or styles are the most popular. "It's not Mario in all his omniscient power decid ing what music should be played, Mazza sava. "We ask listeners."

WCRB and WFCC play no vocal or contemporary music; Mazza feels that the total number of buyers represented in the Tru Classical Albuma chart doesn't add up to a radio audience. "I can't program a station based on record sales," he says. "The numbers just aren't there." (Disregarding such commercial bears as the 3 Tenors or unlikely platinum phenoms like "Chant," the typical best-selling clas-

sical CD-such as Bartoli's "If Love Me" or Part's "Te Deum"moves about 50,000 units. Mazza's concerns over chart vs. sadience figures are echoed by the president of the Classical Music Broadcast ers Asan. (CMBA), Tom Bartonek, who is also VP of programming and opera-tions of classical WQXR New York. A hit classical recording is going to sell far fewer copies than we have people listening to us any given week," Bar-

tonek says. (WOXR's weekly measured listemership is more than 1 million.) "We play favorite pieces and do it without apology, because everything we know about our audience tells us that is what the vast majority of it wants. The good news is that there are so many favorite pieces-thousands of them. And that

music is profound and timeless. While definitely conservative WQXR has a larger playlist than WCRB's and occasionally programs a song or aria by Bartoli or Terfel or a choral piece, such as an arrangement of Barber's Adagio. And, like many commercial outlets around the country, WQXR airs New York Metropolitan Opers and Chicago Lyrie Opers per ces on weekends in season and a full recorded opera every Sunday night and on Saturdays with no Met or Lyric broadcasts. As far as 20th-ore. tury music, WOXR sticks mainly to popular works by George Gershwin, Auron Conland and Leonard Rorn stain. Even such a comment consoners statement as Roy Harris' Symphony No 3 is reserved for after 8 p.m. To try to keep its playlist fresh, the station

that people will enjoy without having to decode," Bartanek says. "Unlike playing a CD at home, radio listeners don't haw

the luxury of being able to skip tracks." Rudel and Mazza aired their views on programming at a panel moderated by Bartunek at a May CMBA confer ence in New York. In opposition, Wende Persons, Doutsche Grammophon's director of product management and promotion, voiced the frustration of many classical label execs when she lamented the "hland," risk-free programming in ascendance and what she sees as its tendency to not only subsume individual artists and performances but to actually discourage active listening (Keeping Score, Billboard, May 18),

According to Sarah Folger, director of promotion and publicity for Harmonia Mundi, a leader in specialty repertoire and the home of Anonymous 4, certain commercial stations take pride in creative programming and do a good job of working with their commun riting KDFC San Francisco and KKGO Los Angeles as examples. But, she says, "with a lot of other stations, it's abourd. You think, 'why do they even need to be serviced by record compa-

'We have a Catch-22 in commercial radio. We're so concerned with losing a listener even for a minute that it breeds a real conservatism."

Tyler Phelps, KDFC San Francisco

nies if they're only playing the same 600 pieces over and over On many commercial stations, new music and material that straddles the es, such as the mix of improvisation and chant on "Officium," are limited strictly to specialty programs-and that's on the bolder commercial outlets. play on public and college radio, which olger and many others agree are more vital, meaningful sources for introducing people to classical music than commercial radio.

"Most of the music directors I know in commercial radio have a real love of this music and want to do the right thing. says Airnee Gautresu, VP of marketi for Angel/EMI Classies. "I just think they've become convinced their audiences want music as wallpaper.

"Of course, what commercial radio works with well has beloed us sell a lot. of records, like with [Mstislav] Rostropovich's Bach cello suites and Itzhak Periman's kleamer album," Gautresu continues. "But I hear programmers say over and over that vocal music does n't research well, and I don't know what that means. Maria Callas is our No. 2 seller of all time. And our Roberto Alagna and Angela Gheorghiu album is only getting specialty show play, even though of any of our records, that one has the potential to touch the most people. Obviously, people want to hear it, because they're buying it in drow (Alagna & Gheorghiu's "Arias & Duete is No. 10 on Top Classical Albums.) Gautreau says any blame for the museum-like attitude toward reper-

takes advantage of new recordings of trire and the lack of exposure for conthe tried and true. temporary works should be shared by "Most of all, we want to play musiradio and record companies. "I don't think anyone records enough new music," she says. "It's like we've all decided that this is a dead set in a way But I think there's room for variety and imagination-not just surveys and the me old thing

Gautresu and Folger think com al classical radio has gotten worse as it has adopted some of the programming methods of pop stations. But Rudel disagrees, saying that the answer to drawing younger hateners to classical music isn't by aligning more closely with CD buying habits but hy adopting more aspects of pop broad-casting. In fact, Classic FM presents itself as a classic rock station, with younger DJs (often with rock radio backgrounds), intensive dayparting, and little talk. The network even compresses the music's dynamic range to sound more pop. "We are AOR, except the music isn't the Moody Blues-it's

Mosart," he says Jim Allison, PD of WGMS Washing ton, D.C., concurs with the idea of at tracting younger listeners by concentrating on presentation and marketing ruther than music. "we poor a musica accompaniment for people, a musica lawrence," he says referring to the tradition of classiradio hosts expounding professorially on the music. He adds that his station conducts regular direct-mail promotions targeted to the 35-54 demograph

ic in an attempt to attract converts. One of the country's most successful commercial classical autlets. WGMS sims to "accompany people's lifestyles Allison says, using-like Rodel, Mazza and Bartunek-a embersism to social characterizing what his station plays as "hackground" music. WGMS avoids vocal music altogether and limits its contemporary material to a few pieces hy the mystic minimalist triad of Górecki, Pärt, and John Tavener

ART MEETS COMMERCE

While adhering to most of the above nentioned conventions, two other suc resuful classical stations KING-PM Scattle and WTM1 Miami, have introeffort to deepen their programming and broaden their audienc Peter Newman, GM/PD of KING

recognizes the value of connecting to local music making. The station takes note of the programs of the Seattle Opers and Seattle Symphony with the idea that reciprocal support contributes to the area's climate for classical music The Seattle Symphony and conductor Gerard Schwarz record for Delos, and KING pays particular attention to those albums. "Having a successful symphony orchestra in town doesn't make you," Newman says, "But not having one can definitely burt. One feature at KING follows a

record business trend, and that is the station's programming of bistoric recordings. "We broadcast a full opera every week, and more than a quart them are historic performances," Newman says, adding that the groundswell of interest in vintage recordings has been fueled by the reissue of work by legendary conductors, such as Arture Toscarini and Sir Thomas Beecham.

Another special program on KING takes its cue from Hellywood. "Soundtrack Cinema," a weekly two-hour show devoted to music from films, is accessihle and crossover-minded, playing up the fact that many people enter the orchestral world through movie scores "Often, people's first exposure to sym (Continued on page 75)

Evergreen Media Corporation and WEJM-AM/FM & WVAZ-FM Chicago are honored to have received

4 NOMINATIONS



Billboard Magazine Awards Major Market R & B Category



WEJM / 106JAMZ STATION OF THE YEAR

WVAZ / V-103

JAMILLAH MUHAMMAD

Music Director of the Year



MONICA STARR - WEJM Program Director of the Year



CONNIE WELSH - WVAZ Promotion Director of the Year

OTHER NOMINEES THAT MAKE US WHO WE ARE:

Tony Gray - Radio Consultant of the Yeor Tom Joyner - Notionally Syndicated Air Personality of the Year Network Syndicated Programs of the Yeor -Doug Banks Afternoon Show

The Countdown with Wolt "Baby" Love
Tom Joyner Morning Show







PROGRAMMING

ABC Ends CBC Deal To Launch Its Own Kids Net: Jim Arcara's Clear Enterprise

THE MIGHT OF THE MOUSE: ABC Radio Networks has announced plans to launch a 24-bour children's radio network, with tests to begin in at least two major markets before year's end. ABC has had its eye on kid's programming for several years now with new owner Disney, it's all but a piven

In the mix will be music and daily features, stories, and celebrity quests. ABC will include, but not be limited to. products from the wonderful world of Disney, according to the network, The venture no doubt stings a hit for the folks at Minneapolis-based Chil dren's Broadcasting Corp., owner of the successful and long-lived Radio AAHS network. Not only has ABC terminat ed its 8-month-old "joint operations agreement" with CBC, which lent marketing and sales support, but a week ago CBC announced its interest in a possible merger or sale of its network. Looks like ABC, its most lorical taker. won't be biting now that Mickey and

Co. are in the house. In addition to its flagship, WWTC-AM Minneapolis, CBC, founded by Christopher Dohl owns nine radio stations and has an affiliated network of 30 outlets in markets that include New York, Los Angeles, Dallas, Detroit, and Denver

Meanwhile, former ABC Radio president Jim Areara has formed adio Enterprises, which, in conjune tion with Clear Channel Communica tions, will seek out small- to midsize market station purchases. The entity just bought Albany, N.Y.'s modern rock WQBK-FM-AM and N/T WQBJ-FM from Maximum Media In other group news, Cox Radio is going public with a stock offering that it hopes will raise \$120 million to finance purchases and pay off debts. It intends to extend the invitation this

FORMATS: OLO IS NEW, FOR NOW Talk WJJD Chicago, which was rumored to be returning to country,

that capacity and will report to Howe

Fresno, Calif., from Equinox for \$6 million.

the mid-Atlantic region

Brown to Nationwide

newsline...

DON HOWE, VP of Jacor Broadcasting of Colorado, will now oversee all Jacor

Denver FMs, including triple-A KBCO and jazz/AC KHIH, and a joint sales

agreement with modern KTCL. The move follows Jacor's recent expansion

in Denver via its acquisition of Noble properties. Howe maintains his role at

classic rock KOFX and album KBPL KBCO GM Mary Rawlins remains in

SFX BROAGCASTING has restructured into five management regions and named a regional VP for each area, WSIX/WRVW Nashville VPGM John

King will manage the mid-South Atlantic region; former Multi-Market Radio

senior VP Manuel Rodriguez will handle the Northeast region; Kenneth

Windham, VP/GM of SFX's four Jackson, Miss., stations, gets the South-

ern region; Dusty Black of KODA Houston will have the Southwest region;

and former Prism Radio Partners executive VP/COO Michael Cutchall gets

STATION SALES: A busy week for American Radio Systems as it bu

KXOA/KQPT Sacramento, Calif., from Brown for \$50 million; WAAF

Worcester, Mass., from Zanis Communications for \$24.8 million; and KOQO

WFOG/WPTE Norfolk, Va., from Susshine Wireless to Maximum Media for \$15 million; WYNF/WSRZ/WSPB Sarasota, Fla., from New Wave Com-munications to Jacor for \$12.5 million; and KGB/KPOP San Diego from

29. But that move is expected to be ter ary pending the merger of CBS/ Infinity. Stay tuned. Across town, Mike Elder was named operations manager of WLS; he was PD at heritage WCCO Minnespolis. Modern KBBT-AM (the Beat) Port-



land, Ore., is now simuleasting on newly acquired sister KDBX-FM, which previously ran religious programming. Satellite hot AC KZRQ (Star 105) Albuquerque, N.M., goes to a local top 46'adult format under new PD'midday host Dave Dart, from sister KZEZ St.

George Iltah Modern rock WVGO Richmond, Va., has stirred the wrath of Howard Stern fans by dumping the morning show and replacing it with a simuleast of sister en rock WBZU. Plans are for WBZU to stay put on WVGO's current 106.5 slot, while the 164.7 frequency that once aired WBZU will switch to Jones Satellite Network's oldies format Word on the street is that local media and special interest groups were having fits about Stern's presence in town; WVGO intends to fulfill his \$250,000 contract through October '97 More of the same: Top 40 WBHT (Hot 97) Wilkes-Barre, Pa., goes from the equivalent of 3,000 watts to the ecuivalent of 6,000 watts.

WTGE (the Tiger) Baton Rouge. La., files from modern to "Cat Country" under Randy Chase, PD of coowned classic rocker WGGZ. Scott Innes and Big D from KIDX Billings,

from co-owned WHMD Hami La., will do middays. Buhba from WGGZ will handle afternoons. WHMD's Robert Pittman is music

KMIX Stockton, Calif., will flip to Spanish Aug. 18. Four full-time and 10 part-time staffers are out, including PD Tom Adams.

FOLKS: TILDEN DANCES TO KISS Evergreen Media corporate mar

keting director Beverly Tilden adds marketing director responsibilities for top 40 WXKS-FM (Kiss 108) Boston, replacing Mark Kroninger, now at crosstown Channel 38. She previously oversaw marketing for the sunch of the company's WKTU New York. Her résumé also includes six ears in marketing at Kiss 108 when it was owned by Pyramid. Meanwhile, at duopoly sister

WJMN (Jam'n 94.5), PD Cadillae Jack adds interim PD duties at sister WYYR (Star 104 5) Philadelphia Self-help: KYSR (Star 98.7) Los Angeles PD Dave Beasing took to the airwaves July 29 with p.m. driver Gary Spears to debut a feature called "Ask A Management Geek," designed to address programming issues, including listener confusion over the recent departure of afternoon peronalities Rick Stacy and Leah

Elsewhere in L.A., at R&B oldies KRI A murket out Art I abou who returned to the station as a programming consultant several weeks ago, is now PD, replacing Carmy Ferrari. Allan Hotlen, GM of new Bonneville top 40 WXTR (Z104) Washington, D.C., has hired WMXL Lex-ington, Ky., PD Dale O'Brian as PD and L.A. Reid from WPLY (Y100) hiladelphia for afternoons

Nationwide's top 40/adult KDMX (Mix 102.9) Dallas, ups assistant PD/MD Kim Ashley to PD, replacing Russ Morley, Midday jork/assistant MD Lisa Thomas is named interim MD, as the station heads in an adult modern direction

Sandusky Radio bires Bob Kaake as director of programming in Sesttle; he's been consulting since May, Carol Handley is named PD of Sandusky's smooth jazz KWJZ Seattle. She joins the station from AEI Music etwork in Seattle. And crosstown YCW (Young Country) midday host Penny Coyne adds MD-daties In addition to programming KSTE Sacramento, Calif., Ken Kohl will now oversee programming for crosstown Chancellor sister KFBK His new title is OM for the pair.

Modern WKRL Syrneuse, N.Y., PD Jeff Gillis segues to Geffen as Kansas City, Mo., local rep, effective Aug. 12. APD Jeff Strong is interim Former KKSS Albuquerque PD Roy Jaynes is named PD at WKXJ Chattanooga, Tenn., replacing Trent Waters, now attending medical school

Airplay Muniter editor Seen Reas. managing editors Kevin Carter, Phullis Stark, John Loscolto, and Janua McAdams: and reporter More Schiffmon contributed to this column.

in Memphis.

WMZQ PD Mac Daniels **Entertaining The Masses**

mon to blame a lack of available hit music on a down ratings quarter. But while WMZQ-FM Washington, D.C., PD Mae Daniels believes there was a product problem during the spring ratings period-his first after officially succeeding PD Gary McCartie—the station still managed a 5.3-6.4 12-plus gain, according to Arbitron, reclaiming the market's

No. 1 spot from top 40/rhythm powerhouse WPGC-FM. Daniels credits this success to incressed street visibility for the station and to his team of air personali ties. "We were able to overcome the mediocrity of the music by just entertaining the masses," be says. After almost three months as intenim PD Duniels landed the job

Anril 15. Among his First mount was Nove. ening the poins on the sir staff. We let them be what they are, which is personal ties," he says. "We let them be creative After months in a

transitional phase between PDs. Duniels says, his priority task was to "get the air staff settled down and let them know that everything was cool that they were in good shape, and that nobody's job was on the line." He focused on building a team because previously, "it had been a real tense situation, with everybody afraid to make a most At the same time. Daniels says.

we got more aggressive as far as being on the street Although be didn't make as cal changes during the book, D says, he did have a revelation. "I did

a music analysis on all the current music that was played during the book. What I found startled and scared me. Only a half-dozen artists, were responsible for all the inew music that tested well at this station. Those artists included Brooks & Dunn, John Michael Montgomery Tim McGraw, Alan Jackson, Shania wain, George Strait, and LeAnn Rimes, desnite her new artist status "What disturbed me about all that was, Where were our superstars?" Daniels says, "Where were Vince and Rebs and Alabama and Travis Tritt? They didn't have anything that set the world on fire during the book

He is also concerned about what he sees as "the changing artist and artist-management attitude toward radio, which is, 'When we're coming up through the ranks, we'll do any thing for you, but if you let us go gold or platinum, you'll go through hell trying to get us to do anything for you. A lot of artists have the attitude that radio owes them. That's going to hurt

the format." He also feels a bond being lost between radio and labels. "I used to fee a strong connection between movelf

e," he says. "I got a call from a label asking if I would consider moving their record up in rotation. I barely knew the directors of the label calling for the favor. They had never made an effort to come to this manket. The only time they call me is for a favor, and if I don't deliver, then I'm

Daniels runs a tight playlist of 30 currents and says the station is about 60% current/ recur-

rent driven, Like Billboard. many country PDs. he goes back to '82-88 for gold product. "With the deluge OF THE WEEK of new artists, I'm not too apt to add a brand-new song by a brand-new artist out of the box, even if I like it," he says. "I've got to have a familiarsounding radio station (but | not a stale sounding radio station. MAC BANIFIS senting the music in and day out Pamilian is playing great

the bad guy."

music that everybody likes and playing it in a fresh way every day. Here's a recent hour on WMZQ: Mark Chesnutt, "It Wouldn't Hurt To Have Wings"; Brooks & Dunn, "Boot Scootin' Boogie"; Diamond Rio. "That's What I Get For Loving You"; the Jorida "Glov & Little Love": Tobar Keith, "Does That Blue Moon Ever Shine On You": Lee Roy Parnell, "What Kind Of Fool Do You Think I ; Faith Hill, "You Can't Lose Me": John Michael Montgomery, "Rose The Moon": Bryan White. "So Much For Pretending": "No One Needs To Know

Randy Travis, "Better Class Of

Losera"; Billy Dean, "It's What I

Do"; BlackHawk, "Every Once In A While"; Alan Jackson, "Mercury Bluce"; and Helly Dunn, "You Really Had Me Going. With the exception of subur outlets WRCY Manassas, Va., WFLS-FM Fredricksburg, Va., and WFRE Frederick, Md., WMZQ has no format rival, although, Damels says, "we always keep ourselves as sharp as possible in case that hapon WMZQ-AM for the past decade, but the AM switched to a health-and fitness talk format July 29. Daniels started his radio career at

KALM/KAMS Thayer, Mo., while he was in high school. In 1978, he went to then country KBOX Dallas, where he was fired two years later. Three lays after being fired, he lost everything he owned in an apartment fire. An air check that was in his car land ed him a short-lived job at rock KNUS Dalias, where he worked unti scoring the overnight gig at crosstown KPLX. From '85 to '93, he worked as music director/evening iock at KPLX before taking the ssistant PD/MD/ midday host job at WMZQ in 1993. PHYLLIS STARK

11 on Modern Rock Trucks this week, "All I Know," the first single from the provides one of the estebiest examples of the Seattle band's distinctive brand of psychedelic hard rock. According to bassist Van Conner, the emoti multilavered "All I Know" is a product of the band's intreasing studio discipline

"We take making records far more seriously than we did when we were on SST," he says. "We put a let more thought into it because it's our lives now. Before, it was just a cool thing to do."

Initially drawn together by their mutual appreciation for obscure rock records, Screaming Trees-Conner, his brother, guitarist Gary Lee help just one person transcend their situation or

rett Martin, a relatively recent addition-are still as much fans of music as they are purveyors of it. *Music gets me through mentally—especially on Van Conner says. "You can get lost in records. It may sound cheesy, but that's why it's



Conner; singer Mark Lanegan; and drummer Bar-reflect on their state of mind. I know that, for me.

BY BRADLEY BAMBARGER listening to the new Rage Against The Machine album has been like therapy

The best part of Screaming Trees' current slot on the Lollapaloons tour, according to Conner, is the bonding between bands. "Seeing the Ramones play every day and getting to hang out with them has been a great experience, probably the coolest one of the tour," he says. "Except for drinking Soundgarden under the table every night, of course

But having gobe of people getting into Screaming Trees' music ranks, too. "Seeing thousands of kids going ape shit for you when you're second on the bill is great," Conner says, "You would think they couldn't start that early and last, but they go off all day long. I don't know what they're smoking, but I sure would like some.

FOR WEEK ENDING AUGUST 10, 1996

ARTIST

Week of July 21, 199

(C) Now has Marked May Righ / Toni Straumon @ Devil's Nerrout / Sect. C Da Onto Days Days Lanta Stand On Mark You! Sayon Adems

@ Change The World / Enc Clayton Theme From Mouses, Impossible : Adam Dayton And Leny Mullen @ Eack To The World / Term Compl

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() Have / Mr. Dritters. @ Macarona (Bayaida Boya Mcc) Les Cel Ris

@ Factors / George Miches @ Next's Dis Day / SWV O Chidon/Robert Miles (9 Tour / Carlettes Brown

© Fainbow / Mays @ North Share Seranade / No Lea © Break Out / Nanasa Akono @ Dinner With Deleves / +

@ Darryon Sukreenen / Touke Fursuchi ® Swelendel Betterfy-Aire Ute- /

C in The Name Of Lave / Sorth Word And Fire © Agrees Juneton / Pully (I) Cusposedia Sons / Physiorest Cremch

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@ La - La - La Lave Song / Toohmobu Kubeto

With House Complete

O Ferbidden Day / Decirons @ Sere/ Workings @ Get Talk - Navar Fall to Upon Assis - / Cone Nonty

© Ernek It Out / Stewe Salan Color Color @ Wards CF Love / Original Love @ States is High / De La Stul © Just A Gri / No Doubt Selections can be beard on

Sanners Reer Tokin Her 150 every Sunday 1 PM-5 PM on

81.3FM J-WAUE Station information available at: http://www.infejapan.com/JWAVE/

Billboard. FOR WEEK ENDING AUGUST 10, 1996 Mainstream Rock Tracks

THE MODERN AGE

	164			I VAIII HUUI	i ii wono
- ¥	. *	22.0	MNS	TRACK TITLE	ARTIST LABOURGUING UND.
(2	1	14	* * * NO.	Swate: + STOPETEMPLE PLOTS
2	1	2	11	UNTIL IT SLEEPS	 ◆ METALLICA DEMPAGE
3	3	4	5	GOOD FRIDAY THISE SHARE AND ONE DHARM	THE BLACK CROWES
(1)	8	8	9	BURDEN IN MY HAND	◆ SOUNDGARDEN AAM
5	4	5	3	TONIGHT, TONIGHT	THE SMASHING PUMPKINS
	5	3	21	COUNTING BLUE CARS	◆ CESHWALLA
0	9	26	3	WALLS . TOM PE	TTY & THE HEARTBREAKERS
Œ	NE	#	4	* * AIRPO	WER * * *
9	7	1	11	LDNG WAY DOWN	◆ GOO GOO DOLLS MITH BLACK WARRIES SROS
1	12	10	13	VANISHING CREAM	◆ THE HUNGER
Œ	14	20	5	DPEN UP YOUR EYES	TONIC TONIC PROCESSAM
12	ä	6	15	PRETTY NOOSE	◆ SDUNDGARDEN
(13)	12	13	8	6TH AVENUE HEARTACHE	◆ THE WALLFLD WERS
(14)	11	12	7	WAX ECSTATIC (TO SELL ANGEL)	NA) + SPONGE
(ID)	ts	19	5	ALL I KNOW * * AIRPOI	WER * * * • SCREAMING TREES
18	13	18	10	SKIN & BONES	THE HAZIES
(II)	18	_	2	OVER NOW * * AIRPO	WER * * * • ALICE IN CHAINS COUNTRY
(II)	21	24	6	AIN'T MY BITCH	METALLICA
(19)	20	22	7	PEPPER BECTROATMUND	BUTTHOLE SURFERS
20	15	0	14	AGAIN	ALICE IN CHAINS
(21)	25	29	4	BUT ANYWAY	BLUES TRAVELER
22	19	15	21	WHERE THE RIVER FLOWS	COLLECTIVE SOUL
23	23	15	25	MACHINEHEAD	◆ BUSH Mana Attiscort
24	17	11	15	HUMANS BEING	◆ VAN HALEN
25	24	23	7	ABERDEEN	· AENNY WATNE SHEPHERD
26	18	14	14	BANDITOS	 ◆ THE REFRESHMENTS
(27)	27	28	4	SHAME without Business states a Pers	◆ STABBING WESTWARD
(28)	31	27	5	LACK OF WATER	THE WHY STORE
(28)	28	21	5	BETWEEN HEAVEN AND HELL	ZAKK WYLDE
(30)	29	33	4	TUCKER'S TOWN	◆ HOOTIE & THE BLOWFISH
(III)	30	25	4	WIRE	THE NIXONS
(32)	34	-	2	SO MUCH TO SAY	DAVE MATTHEWS BAND
(33)	32	32	4	STANDING OUTSIDE A BROKEN .	. ◆ PRIMITIVE RADIO GOOS
(34)	36	-	2	DNE MORE ASTRONAUT	◆ I MOTHER EARTH
35	22	17	12	LEAVE ME ALDNE	JERRY CANTRELL WORK
38	26	21	14	FLOOD	◆ MAS OF CLAY
37	35	38	3	DIG TIME NEEL	YOUNG WITH CRAZY HORSE
(38)	NE	w.	1	KING DF NEW DRLEANS	BETTER THAN EZRA TOTAL THAN
(39)	NE	wÞ	1	SIG CHAIR	◆ REACHAROUND
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Billboard.

TRACK TITLE

Modern Rock Tracks

3	J.	~ ž	38	ALEMANTE IT AND	CHARLES OF SECOND SHAPE
,	1	,	20	* * * No. 1 * STANDAG CUTSICE A BROKEN Julium 1	★ ★ ◆ PRIMTIVE RICHGOODS
2	2	2	13	PEPPER Unione, eller and	BUTTHOLE SURFERS
3	3	4	99	STUPID GIRL	◆ GARRAGE
4	4	3	13	TREPPIN ON A HOLE IN A PINPER HEART	STONE TEMPLE PLOTS
5	5	7	9	WHERE IT'S AT	• BECK
1	8	5	11	TONIGHT, TONIGHT + THE MELITY COLLE INC. THE INCINES SHOWERS	SMASHING PUMPKINS
7	7	6	18	SPIDERWEBS MAGE KINGSOM	NO DOUBT
Œ	NE	#	1	* * * AIRPOWER	* * *
ന	14	17	7	BURDEN IN MY HAND	◆ SOUNDGARDEN
10	8	12	6	FREE TO DECIDE	◆ THE CRANBERRIES
11		11	7	ALL I KNOW	◆ SCREAMING TREES
12	10	10	8	DON'T LOOK BACK IN ANGER	♦ OASIS
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Music Video

Van Gogh's Daughter Boards 'Love Boat'

Love, Exciting And New, Theme Of Debut Video says Lawley. "We wanted the tackier.

LOS ANGELES-Hollywood Records' Van Gogh's Deughter has set a course for adventure with its newest elip, "Through The Even Of Julie," the first single from the act's debut album,

The video, which is directed by Morgan Lawley resurrects characters from the popular 1977-86 television series "The Love Boat" to create a surreal setting that is far from the cleancut cruise experience many viewers might expect. The video follows Lau-Tewes (aka cruise director Julie McCov) as she interacts with frightening goests who would never have been owed abourd the Love Boat during its

network TV voyage. As if she were still stuck in the picture-perfect world churned out weekly in the TV show, Tewes' character views even the most evil-looking guests through her own idealistic, imagined For example, the cruise director wit-

nesses a punk rock couple scuffling, but the percention of the incident "through the eyes of Julie" is that the punks are affectionate and straight-laced charac-One of the clip's more graphic scenes

involves Tewes misguided perception of a goat's head as meationf on a silver platter. The scene was deemed too explicit for the final edit of the clip. Though the setting is in the '90s, we have Lauren acting completely in that '70s, 'Stepford Wives,' plastic happi-ness," says Lawley. "My original idea was to show an incredible contrast between these freaky, surreal people on one side and these very shiny actors in the scenes from the past on the other

"Though when you put them togeth-er," she adds, "one influences the other for the better, and I think Tewes made the level of darkness a little lighter." Still, Jane Woodman, vocalist/guiturist for the act, says that it took a while for members to agree on the story line, given that the song's lyrics



are Van Gooh's Daughter members man and Rachel Theola. actor Ted Lange, director Morgan Law ley, band members Paiga Waber and Jeanna Hangauer, and executive producer from Automatic Victoria Stange.

tle with heroin addiction "We were port of taken aback," says Woodman, "It took [Hollywood] a while to convince us that it was the right treatment. We're not a campy band at all had we warmed to the idea because we knew it would work great visually. "It was done purely for entertain-ment," she adds. "We're not trying to make a huge statement. Convincing Towes, as well as Ted

Lange (who played Isaac Washington on the series). Bernie Kopell (Adam Bricker), and Jill Whelan (Vield Stubing), to participate was less difficult. None of these actors' careers have soared since the show was cancelled in 1986. However, as reported by Billboard sister publication The Hollywood Reporter, a "Love Boat" feature film to be released by Disney may include ameos by former east members. "Oddly enough, I think [the original east members) were really into it," says Lawley. "Had it been seven or eight

years ago, I don't think they would have been as enthusiastic, but now it's just an easy way to become hin by associa-The shoot took place aheard the Queen Mary, a ship that has been docked in Long Beach, Calif., since 1971 and now serves as a hotel/rest-

surant/tourist attraction. "We didn't have a problem with arists, because we weren't interest ed in using the areas with vintage referbished side of the boot, to match the storyboard."

Peter Shaey, national director of video/regional promotion at Hollywood, says that the label was so impressed with the video that it is placing a special arrelysis on the clin as a means to break the act. The label has hired New York-based indie video promotion company MVP to help plug the clip, with a strong promotional push in the band's hometown of San Francis-

As a result of the clip, the bond has appeared live on several San Francisco-area video programs, including "Music Video 8." "Hard Rock TV" and

"We wanted to have the video lead the story on Van Gogh's Daughter, says Shaev, "We ended up servicing local and regional outlets before we even went to radio." Regional shows received the clip June 7. MTV debated "Through The Eyes Of Julie" on "120 Missates" July

PRODUCTION NOTES

LOS ANGELES Def Leppard's "Work It Out" was directed by Nigel Dick and produced y Catherine Finkenstaedt for

Squeak Pictures. Marcus Niapel directed No Doubt's "Spider Web"; Patrick Inhofer was the special-effects editor for Tape House Digital.

The clip for Tommy Keene's
"Turning On Blue" was directed by
Grady Cooper for Bonfire Films; it

was produced by Shirley Mayers. Tamara Jenkins is the eye behind Syd Straw's video "Love And The Lack Of It"; Kevin McLeod of Woo-

Art Inti. produced. Jodeen's "Get On Up" video was directed by Marcus Nispel for Port-folis/Black Dog Films. The clip was produced by Vincent Oster; Linda see was executive producer. Jeff Kennedy directed the video for "Stakes Is High" by De La Soul for Tommy Boy Music; Connie Orlandn

HASHVILLE Picture Vision director Michael Salomon is the eye hehind Lari White's video "Wild At Heart." Tom

White's video "Wild At Heart Ferrest produced, and Larry Boothby was director of photography. Jeff Foxworthy's "Redneck ames" was directed by Coke Sams for Studio Productions; Clarke Gallivan produced.

OTHER CITIES

Nigel Dick directed Celine Dinn's 'Falling Into You' for Squeak Pictures. The yiden, shot in Nice. France, was proloced by Mark Fetterman: Catherine Finkenstaedt was executive producer.

Rosenthal New MTV Prez/COO: **BET Cuts Clips, Adds Programs**

MTU NABS NEW PREZ: Mark Rosenthal has been named president/COO of MTV Networks. Rosen thal, who was formerly executive VP for affiliate sales and marketing, will he responsible for managing the overall business operations of MTV der chairman/CEO Tom Freston. In the newly created position, Resenthal will also oversee the finance ness, and leval affairs of MTV Networks' information services and

human resources descriments. EWER RAB CLIPS! BET ON IT: Black Entertainment Television (BET) is making some significant changes to its fall programming lineup. Look for fewer clips and more topic-oriented

programming in the new season. As reported last week, the long-running elip show "Video Soul will not return in the fall. Another video pro-gram, "Rap City," is scheduled to undergo a significant format change later this year. The straightforward rap video show is being

restructured to include "edutainment" seg ments that report on news and happenings in the hip-hop commu-A new music pro-gram, "UnReal," will

Atwood make its debut on BET in the fall. The show which will air weekdays at 8-10 p.m. EST will mix recent videos with "rap sessions" about current issues, "UnReal" will be hosted by Brett Walker and Leelle Segar.

BET will also debut "Live Wire," a news program that will present candid and sometimes comedic com mentary on current events. "Live Wire" is scheduled to air weeknights at 11-11:30 n.m. EST To kick off the new fall achedule.

BET has a new imaging campaign. Spots for the new programs, are targeted at viewers aged 18-34 are targeted at viewers aged 18-34, will be tagged with the slogan "BET" ... We Got It." In addition, the clip show "Rap City" will be identified with the slogan "Rap City: Unifying A Hip-Hop Nation," beginning this

STING TV: A new 24-hour broad east channel that plays nothing but Sting has quietly made its debut in about 1.5 million homes. Although it is hard to believe, this is not a loke. Viewers of the direct-satellite b cast service DirecTV have been treated to a nonstop blitz of fulllength concerts, music videos, and interviews with the former Police. man since the channel deboted July 1. DirecTV is offering the channel as a free summer promotion, since the service is the official sponsor of Sting's current tour. Sting albums and merchandise are being sold on the channel, which is (thankfully) not

Me DEBUTS: MTV's spinoff channel M2 debuted Aug. 1 at 12:01 a.m. The first music video played on the elip-intensive channel was Beck's here It's At." The debut hour of M2's broadcast was simulcast on MTV (Obsessive-compulsive viewers

of MTV will note that its first clip was the Buggles' "Video Killed The Radio Star VIDEO FLAVA: Urban music video programmer "Video Flava" recently

made its debut on community-access channel Boston Neighborhood Television. The clip pro-gram, which airs Wedneeday nights at 11:30 p.m., is hosted by An-The program airs clins in the R&R ran

hip-hap, reggge, house, and techno pennes and is cross-promoted on radio station WRBE Evans is preparing

production of a second show, "Love Zone," which will focus on urhan tracks with slow, seductive grooves.

REEL NEWS: EMI Records national direc-

bu Brett

ter of video promotion Diane Valenaky exita Notorious Pictures has eigned directors Claudin Castle and Marcos Siega . . . The Inspirational Network has been added full-time to a new GTE cable system in Clearwater, Fla. . . . Film and arts network Bravo! traveled to Switzerland to tape highlights of the 30th Montreux Jazz Festival. The footage will air

The Nashville Network plans to

throughout the summer.

return to the road to promote its eountry dance program "Wildhorse Saloon." The Wildhorse Saloon Dance Contest 1996, which runs Sept. 7-8 in Las Vegno, will seek out the best ama teur country dancers across the U.S. through a series of mail events . The Guy/Leshian Music Awards are scheduled to take place at Lura Park in Los Angeles Thursday (8) . . . Paramount Home Video will distribute V Home Video titles internation. ally Among the titles included in the deal are videos based on "Beavis & Butt-head," "The Real World," and "MTV Sports."

Reminder: Labels and regional music programmers should have received their submission forms for the Billboard Music Video Awards. The Aug. 15 deadline is fast ap-proaching. If you would like a form faxed or mailed to you immediately, contact Maureen Ryan at 212-536



rview series "On Tour" with a party at Hollywood, Calif.'s Opium Den Juna 26. Underwritten by AT&T, the show debuted July 6 on several public TV stations nationwide. Pictured, from left, are Sunshine TV producer John Diaz, Billy Idol, Sunshine Interactive Network CEO Timothy Nye, and Sunshins TV talent executive Rob Tenkin.



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CHILD'S PLAY (Continued from page 63)

Oct. 1 (pre-order Sept. 10), "Scholastic's The Magic School Bus Blows Ita Top" and "Scholastic's The Magic School Bus Going Batty" are the latest videos in the superb animated series, which sirs on PBS and features the voice of Lily Tomlin in the role of teacher extrace dinaire Ms. Frizzle

The advertising and merchandising campaign includes print ads in People Parenting, and Family Life magazin Trailers for the titles will be on the

Warner Home Video full releases "Animated Superman" and "Willy Wonka And The Chocolate Factory An engoing promotion with the French Tuest clothing line's Profiles ad exmunion and modeling contest continues into 1997, with an entry form packaged inside each "Magic School Bus

sold through the remainder of 1996, Kid-Vision will include another insert promoting a mail-in chance to receive a "Magic School Bus" tote bag. sperk additional brand awareness KidVision and Scholastic have further plans in mind. Some 5,400 Dairy Queen stores in the U.S. and Canada will carry "Magie School Bus" point-of-purchase materials and nerminas.

In addition, three tours continue to travel the U.S., including a 35-foot bus outfitted with science games and activities that has been visited by 300,000 children: an indoor theater show, encompassing puppetry, music, and science experiments; and a pair of 1,200-equarefoot exhibits that travel to museums.

KIDBITS: "Oliver And Company," Walt Disney's 27th animated feature, makes its home video debut Sept. 24. Featured vaices include Bette Midler, Billy Joel, Joey Lawrence, Dom DeLuise, Huey Lewis, and Cheech Marin . . . The Coalition for Quality Children's Media's Kids First! program has endorsed 66 new video and CD-ROM titles, including MCA/ Universal's animated feature alto" and Devine Entertainment's marveious "Lisgt's Rhapsody" from its

Composers' Specials series. Return To Pooh Corner: The Concert Video," a visual souvenir of a onetime-only family concert performed by Kenny Loggins at Disney World, is due from Sony Wonder Oct. 15. "Return To Prob Corner" the reusic allum, released in April 1994 as the premiere title in Sony Wonder's Family Artist series. was certified gold and nominated for a children's music Grammy. The video. which includes behind the scenes interview footage, features guest appear-ances by Graham Nash, David Crosby, and Patti Austin. Loggins' public ser-

rice ad for the Fast Forward to End

Hunger campaign is included. The premiere release in the Personal Safety series from PSI Productions in Essex Junction, Vt., is "Keeping Kids Safe!: A Guide For Kids And Their Families." Aimed at children ages 5-10, the video is hosted by crime-prevention edu cator Kevin Perline . . "Ebony Expres-sions," which bills itself as "the first children's video for African-American infants and toddlers," is available from Playtime Productions in Sharpsburg, Ga. The 30-minute program, which streets Aug. 20, festures African-Amer ican music and focuses on "universal sights and sounds of African-American children." It depicts them "playing

together and relating to each other in a

positive way."

CLASSICAL RADIO, RETAIL'S FORKING PATHS (Continued from page 68)

phonic music is through films," Newman says, citing the success of such original scores as Michael Nyman's The Piano." A recent "Soundtrack " was devoted to the music of Michael Kamen from such movies as 'Mr. Holland's Opus." The program also tied into an upcoming concert of Kumen's music in Seattle. "If film music was all we played, it

would be a disservice to the [classical] tradition," Newman says. "Of course, the accusation can be made that this isn't the most profound stuff. But it's

At WTM1, special programs enter to regional tastes and adventuresome appetites. The station broadcasts the work of Latin composers during the hourlong weekly program "Music Of The Americas," and it airs the hourlong Music Of The Twentieth Century But, like KING, WTMI sticks pretty close to the Romanties most of the time and plays little vocal music, according

music director Ken Martin. At KDFC, music director Tyler Phelps and PD Bill O'Connell struggle with balancing a liberal love for the music and a need to toe the line. "We're certainly aware of the gap between what's available to play and what we do play," Phelps says, noting that the staion has only played John Adams' Grawemeyer Award-winning Violin Concerto a couple of times-even though Adams is one of the most farnous living composers and a local hero. We have a Catch-22 in commercial

radio," Phelps says, "We're so con-

minute that it breads a real conservations If we took the time to play more speel or contemporary music and adu cate people on it, they might end up liking it. But the listeners we'd lose in the meantime would make things very hard There are real financial pressures."
O'Connell adds, "We're definitely not as adventurous as I'd like to be, but we're better than most. Whittling your playlist down to a certain number of focus-group pieces is the wrong way to

don't break up major works. If I need eight minutes of music, I'll play Brahms' Tragic Overture "It'd be a bloody shame if people's pression of classical music was only of the short-attention-span type of presentation," O'Connell continues. "That really changes the nature of the art. That kind of thing may be successful in the short term, but it will be detrimental in the long run. To attract new listeners, O'Connell

go. Because we see what's on the Bill-

board charts, we're trying to buck the

trend against weal music a hit. We also

programs classical music that has "connections to popular culture," he says. In nedition to playing classical and originel symphonic music from films, KDFC showenses recordings by such multidi ciplinary performers as Keith Jarrett. io is a world-renowned jazz pianis but also an increasingly accomplished classical musician. He records hit allowers of both costs of provin for ECM "You used to be able to turn people on to this music through 'The 1812 Overture' or something like that.

O'Connell rays. "You can't do that now."

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PARLOR JAMES' COUNTRY VIBE (Continued from page 11)

Santa Monica, Calif., music director Chris Douridas; Geffen A&R executive Tony Berg; industry veteran Bud Scorpes and Discovery Records reesident/CFD Sad Birenhaum-were unwitting team players in a signing that promises to boost the careers of Parlor James members Amy Allison and Ryan Hedgerock, both of whom have

ed for years in other projects. Allison-daughter of jazz great Mose Allison-has fronted New York Lower East Side band the Maudlins: recorded and performed as a solo artist; and guest ed on records by the Silos, They Might Be Giants, and others. Hedgecock was co-founder, guitarist, and background vocalist of Los Angeles country-rock outfit Lone Jus-tice, which released two acclaimed

albums on Geffen in the mid-'80s and by Allison after waking up from a dream in which the words mysteriously appeared to her-has just released its debut EP on Discovery, "Dreadful " The record was produced mostly on home-recording equ by Malcolm Burn, best known for his work with Iggy Pop, John Mellencamp, the Neville Brothers, and Patti Smith Featuring Allison's nasal twang and Hedgecpek's raspy tenor, Parlor James thrives on a traditional country vihe centered on poignant dueta between the two artists. Among the highlights of the six-track "Dreadful are Allison's "Cheater's World"

and "Hell To Pay," Hedgecock's "Lost My Way," and the traditional "Snow Coincidentally, Port Washington, N.Y.-based Koch Records has just released Allison's "The Maudi Years," a compilation of her work with the Maudlins plus solo recordings that she made as demos but felt strongly

about releasing. Although the two labels have no formal plans to co-promote the releases, each is aware of the presence of the other and feels the time is right for Parlor James and the Mandline

"Parlor James represents a coroer stone of what I'm trying to do at Discovery," says Birenbaum, noting that the hand was one of his first direct signings to Discovery. "From the very beginning, the music that Ryan and ny were doing was very intrig call it roots music for the next centu-

Birenboum adds that he was struck by Allison's "yery distinctive yet timeless vocal quality and Ryan's deeper voice yet almost transcement presence he combination of the two, according to Birenbeum, "is not typical in the conry music scene

Koch Records director of A&R Barry Feldman says it's ironic that Discovery signed Allison's new project, since Discovery founder Jac Holzman is one of Feldman's role models.

When we started the Koch label in 1994. Elektra during the Jac Holzman years was the model of what we wanted to be," says Feldman. Commenting on Allison's artistry, Feldman says, "She and I are both from Long Island [N.Y.], so I know Long Island girls can we soul. She's a great singer, and she

has a cult following. Feldman says that "The Maudiir ears" is a "one-off" release, but that Koch will benefit from the exposure Allison is likely to receive on Discovery "We knew Amy was talented, and we assumed she'd probably get a hig record deal. We understood that she could walk and probably would."

Allians save she is easer to get on the

road with Hedgecock and the various local musicians who round out the lineup of Parlor James in different locations, including former Lone Justice drummer Don Heffington, who appears



on the alhum. Other players include keyboardiet Kenny Marrolia and multiumentalist Burn. Parier James will undertake a promotional tour of select radio stations.

retail outlets, and colleges on both coasts and in other key markets, according to the hand members, who are both based in New York We're not strictly traditional, Allison of the band. "What we do is kind

of a hybrid. It's not just duets. Ryan and I have a real common ground but we also have differences, and Parlot James is a meld ing of those styles Hedgecock

"When I first heard Amy's voice I thought she had the greatest voice-it was so unique, so full of emotion. I feel this music has broad appeal." Ironically, Hedgecock has joined the Maudlins, which Allison says will continue as a recording and performing

Retailers and radio programmers are excited about Parlor James prospects at triple-A. Boh Bell, newrelease buyer at 280-store, Torrance, Calif,-based Wherehouse Entertain ment serve "It's a record that's out a let of potential particularly at the triple. A and Americans formats. The success of Wileo, Son Volt, and Victo ria Williams has done a lot to pave the way for this type of record. In our markets, being on the West Coast-particularly in L.A.—Ryan has a history with Lone Justice, so there's a fan bose

Rita Houston, music director and midday sir personality at Fordham University station WFUV New York. says, "I'm really excited about Parlor mes. I was excited about the idea of the band before I even heard it. It's so cool that someone is doing old-fashioned duets in the tradition of Emmylou Harris and Gram Parsons or George Jones and Tammy Wynette. Both Amy and Ryan have very untra-

sound great

ditional voices, and together, they Discovery later this year ouston adds that "Dreadful Sorry is "definitely something 'FUV would love to get behind. We're playing so much of this Americana music, it's

right up our alley." She notes that the duet "Cheater's World" is the track to which she had the strongest response Alltson and Hedgecock met in 1994 at a singer/songwriter showcase at the Mercury Lounge in New York. Immediately after their performance, a friend of Hedgecock, longtime artist manager Harry Sandler, urged him to orces with Allison.

"I knew what he was trying to de and when I saw them play, I said, That's her!" " recalls Sandler, who is now managing Parior James and advising Mose Allison on his publishing It was Sandler who introduced Allison and Hedgecock to Burn, who turned out to be as sympathetic a producer as the band could have hoped to find and will probably work with Parfor James on a full-length album for

Parior James' songs are published by Laudanum Lullabies and Shopgiri Songs through Bug Music and administered by BMI.

VINING CHARTS WINDHAM HILL'S NEW COURSE (Continued from page 4)

working tours and retail marketing We can't rely too much on radio-we just can't afford that Drawing from his experience at BMG Classics U.S.—he last served as that company's VP/GM—Vining cites an album by Joan Armstrading. "What's Inside," that sold about 200,000 units for RCA Victor, the clas-

sical label's crossover line, as an example of an artist whose career still has sereial potential. Viring, who has produced some 100 albums in his cureer, says Windham Hill might try its hand at classical crossovers, an area he extensively pro-moted at BMG Classics U.S., which he

inined in April 1991 as VP of sales, In regard to the company'e current artist roster, Vining would not give pre-cise figures, but admits to a "significant downsizing" since he came aboard. He stresses however that he experts a number of arrivals in the next six to nine months. "We're close on some tablished new age acts for Windham Hill, and talks are ongoing with regard to High Street signings."

staff of 34, compared to the 54-person staff in place before his arrival. Of the current team, only a handful of staffers remain from the label's pre-Vining era in Menlo Park, Calif. They include ristine Reed. A& R: Niki Caras. A&R administration: Tom Mehrens. West Coast regional marketing; Lisa Hopkins, a former Midwest region marketing executive who has moved to the marketing department at the label's main offices; and Devney Cavanaugh, who has moved from sales administration in New York to Los Angeles. The Windham Hill staffers remaining in New York are Steve

ng sets out on his mi

ing, and Dave Morrell, manager of onal radio promotion Key new staffers at the label, with eastbilities for both Windham Hill and High Street product, are Dave eskel, VP of sales, who previously orked for Island Records; Ros McCarrell, VP of marketing, formerly with Epic and Capitol; and Faith Raphael, VP of strategic marketing, serly with Rhino, Nancy Farbman will handle the labels' interests should so VP of international cut of the H K Other new personnel in Les Angeles include Grace Newman, director of

Orselet, East Coast regional market

field marketing, formerly with RCA Victor in New York, and Kurt Nighin director of publicity, formerly with MCA Records in Los Angeles At High Street, Patrick Clifford, who has worked at A&M and Capitol, has been named VP of A&R.

The move to Los Angeles, Vining says, gives the labels several advan tages, including the ability to "attract a quality of senior executives we wouldn't get in San Francisco" and proximity to other BMG affiliates. Overall, Windham Hill's new mar eting strategies signal a philosophy of iting for our custon us out," Vining says. In broad terms, those strategies are as follows:

• Establishing a more proactive

relationship with retail (image campoigns, positioning, value addeds).

• Expanding marketing outside traditional channels (co-promotion with

like positioned product).
• Creating Windham Hill brand awareness in nonmusic retail environments; creation of products to expand the awareness base of Windham Hill;

the use and expansion of a 300,000name mailing list. Vining cites an upcoming album by Winston as a focus of the label's new marketing strategies. The promotion of "Linus & Lucy-The Music Of Vince Guaraldi," due out Sept. 17, will bring about Winston's first exposure in national TV spots, and his first appear-

ances on major national TV talk shows. In addition, Winston is to star in a PBS special during pledge week in December, while a concert for NPR is scheduled around Thanksgiving Day. As for expanding the base of aware ness for Windham Hill, Vining points to a midprice label series being learnehed this full in association with

Redbook magazine. The line, Redbook Relaxations, sims to tap into the magazine's 13 million readers.

The "stress-reducing collection" of compilations will feature Windham Hill artists Jim Brickman, Lis Story, Ackerman, Nightnoise, and Scott Cossu, among others. A consumer market

the line will include TV spots, ads in Redbook, a targeted postcard mailing, special promotions with Redhook advertisers, and Redbook Relaxations CDs offered as a subscription premi-Customized point-of-purchase mate

rials will be made available to retail, as will a budget sampler called from the line's first five releases: "Romance," "Twilight," "Tranquility," "Daybreak," and "Dreamscape." The retail issued will kick off in October.

ELEKTRA'S NADA SURF FINDS 'POPULAR'-ITY (Continued from page 11)

that episode, fearing that it would make the hard seem too "fluffy." That's part of what you can do to cut back." says Caws, who left his gigs as associate editor of Guitar World and managing editor of Guitar School to "high/low.

"The biggest thing we did, though, to give us a shot was to make the rest of the record," he says. "In the end, that's what will do it for us or not. For better or for worse, by putting it out, we're betting to win. This helped open the doors for us."

Kelli McNamara, music director at modern rock WQBK Albany, N.Y., agrees that "Popular" isn't representative of the band. "That's what I like about the album, that it's not all like Popular.' It's scenething really different, and it's a good listen. I understand why it's a single. It's like Radiohead's eep'; it appeals to so many people and to the self-conscious part of them. It made a lot of sense."

Elektra Records is trying to build as thorough and solid a base for the band as possible through touring. The band, which is booked by Nat Farnham at Artists & Audience and managed by headlining tour with Superdrag

through the end of August. In June, the band played with Local h and Mag-The band is doing well much sooner than most hands, but we can't ston



MTV and radio from playing them. What we can do is try to build as solid a foundation for them as possible," says Brian Cohen, VP of marketing at Elek-

"Radio is the real impetus in Isanch-ing this project," adds Marcia Edelstein, senior director of marketing at Elektra, "but they were on the road doing righ dates on the East Coast in May and June up through the release

of the record, and we plan to keep them on the road through the fall. MTV designated "Popular" as a Buzz Clip out of the box. The song has of July 29. Modern rock radio will get its next single, the more surreal "Sleep," Aug. 20.

The label used the independently released "Karmic" EP to help build a base for Nada Surf. It was issued on No. 6 Records, which is run by Terry Tolkin, VP of A&R at Elektra, and Bobby McCain, who works in advertiing at Elektra, in March. According to SoundSean, "Karmie" has sold approximately 400 copies "It's been really reactive for us,"

says Natalie Waleik, director of purchasing at the 16-store, Boston-based Newbury Comics chain, of "high/low "As soon as radio and MTV get on it, it took off right away and hasn't slowed down. My concern is that the label or radio won't give them a shot at anoth er sincle.

"High/low" ships to Europe Aug. 28, and the label is working on putting the band on a tour of colleges in the U.K. and throughout Europe in September. "Percelar" will be serviced to Forement radio stations in early August and to

II K radio in Sentember

Billboard. HOT 100 A-Z FOR WEEK ENDING AUGUST 10, 1996

Hot 100 Airplay

THE MEK	CASH WEEK.	WC005-09	TITLE ARTST (LARCLOSTPELITIES LARCL)	THE WEEK	LAST WEEK	WEDS ON	TITLE APPET CARCLEST PROJETS CARCL
Г	Г	П	* * NO.1 * *	38	36	38	SITTIN' UP IN MY ROOM
b	1	14	YOU LEARN MATERIAL AND AND AND AND AND AND AND AND AND AND	25	38	13	TRIPPIN ON A HOLE IN A PAPER HE
2	2	19	GIVE ME ONE REASON	146	45	5	WHERE DO YOU GO
0	5	7	I LOVE YOU ALWAYS FOREVER	Œ	45	9	HO WOMAN, NO CRY
4	3	23	RECAUSE YOU LOVED ME	42	40	1	THAY GIPL MAIN PREST YEARLINES SHAGOT AND
3		,	CHANGE THE WORLD	100	9	3	LOUNGIN IL COO, J. S. OF JAM N. EPCURE
3	7	18	WHO WILL SAVE YOUR SOUL	44	42	8	WHERE IT'S AY
7	4	23	KULLING ME SOFTLY	45	43	11	MISSEY YOU
æ	10	17	COUNTING BLUE CARS	100	48	11	WHY I LOVE TOU SO MUCH
Œ	14	17	MACARDIA (BAYSIDE BOYS MIX)	D	37	18	OLD MAN & HE (WHEN I GET TO HEA HOUTE & THE BLOWNIN MALANTE)
ine	11	22	INSENSITIVE JANN PRODUCTION	4	33	25	CHAMPAGNE SUPERNOVA
11	8	27	ALWAYS BE MY BARY	4	46	3	HIT ME OFF
Œ	13	12	YOU'RE MAKEN ME HIGH	(SE	56	12	YOU'CH ME TEASE ME
13	9	25	HOROCY RINGWS THE TOWN PRO-PROJECT (LAFRICE, ARRIVA)	30	54	4	DOWN 111-CAPRODRIVENCE
ac	18	7	POREVER MARIAH CRECY (COLUMBIA)	32	53	4	BUT ANYWAY BLOSS (BANGLER LAND)
15	12	34	RONC MANS MORESETTE MANERICK/REPRISE)	53	53	5	EURDEN IN MY HAND
100	17	11	SEALCUSY UNIVERSITY STEENINGS	54	49	8	DON'T LOOK BACK IN ANGER
17	26	12	SMEET DREAMS	55	u	54	TIL I NEAR IT FROM YOU
18	15	18	THA CROSSROADS SOCTODS Assistance TRUE (SURE, COMP.)	190	53	3	THIS IS YOUR NIGHT
m	19	30	STANDING OUTSIDE A BRONZH PHONE.	51	52	5	POPULAR NICA SURF (SUDSTRACTO)
R	24	7	TWISTED STATES OF THE PARTY.	CEE	15	2	HOWHERE YO GO MILISTA CHEROCE ISLAND
21	29	11	CAN'T SLEEP BARY OF IL	OE	65	2	ANGELINE IS COMING HOME THE BASSESS POLICOPLAIN
122	22	28	FOLLOW YOU DOWN	66	55	17	SISTER the Nicos (MCA)
æ	23	12	C'MON N' RIDE IT THE TRAIN!	81	50	12	TAHITIAN HOOM POING FOR PURCS (MARNER BROS)
24	21	44	NESSING SYSTEMS OUT THE GIPL WILLIAMS	132	66	3	SO MUCH TO SAY DIVY METTYCAY MAND PROD
20	25	38	WONDER NATION WOODWAY INSTRUCTION	63	62		ONE BY CHE
26	26	18	THE EASTH, THE SUN, THE BAIN	06	65	2	ONLY YOU TO HE NOT ONCE HE WO STONE
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ı	5	22	ROLL TO ME	15	21	11	HOOR BLLES TRANSIER LAGAR
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Billboard.

FOR WEEK ENDING AUGUST 10, 1996

Hot 100 Singles Sales.

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1	3	13		6	42	14	REACH GLORIA EXCERNITIVE
	5	3	SCHAST CARCEAUSTA	4	40	10	THET DON'T CARE ABOUT US
Ð	11	4	CHANGE THE WORLD DIC CLAPTER REPRISE	0	41	26	SWEET BREAMS IA BOUCHE IRON
18	11	11	CHALLY FOUND THE METOROLEGIST. THE STORY IN	a	23	16	THA CROSSROADS BOX THEE NAME OF THE PLEASURE UNITY
11	12	18	GIVE ME ONE REASON TRICK CHIPMAN TO TENTE !	(6)	57	10	MACAREMA LOS DEL MAR HAZIKAL CATTQUE
12	,	15	NISSAY YOU TOTAL ISAD BONARSIAL	58	48	7	TONIGNY, TONIGHT THE SHADING PLANTING (1993)
13	13	12	MONTH LOVE YOU SO MUCHINIT HORIOTY MONICA INDIVIDUALITY	51	45	п	FLL NEVER STOP LOVING YOU
14	16	7	I LICE 40-75, projectyd per success nat puertoure	(32)	58	2	STUPIO GIPL GAMBAGE HEATO SOUNDS SOTTEN
15	15	7	SOMEDAY ALL-FORE WALF DISASTRICLLYWOODS	53	46	22	ROBEC ALAN'S MONSEPPE OWNERCONSPINES
18	14	14	MAY ONJOIN, CONTUCT (PALLASSIANIESSAL)	54	44	33	THE COMMANCH PROJECT CAPACE HRISTING
13	17	13	YOUGH ME TEASE ME	55	58	9	IN THE HOOD COMEL HOUSE (AFACE, ARREST IN)
Œ	22	9	WHO WILL SAVE YOUR SOLE	58	49	14	YOU MONERAL SPRONNICHMENSALS
18	18	8	BLUE LLANN RIMES ICUPAN	57	55	21	COUNT ON ME MATRIT HOUSTON & COCK WINWARD WHITE
Œ	24	5	THAY GIRL ULL PREST FEATURING SHAGEY (VIRGIN)	58	52	18	ANT NO HIGGADIAD PRESIDENTS
21	29	13	CHRIDREN PORCHI MICES LAPISTA:	56	56	11	HOUSE NEEPER MEN OF VICTOR INJUSTS MUSICI
22	19	11	THEME FROM MISSION IMPOSSIBLE	(32)	64	2	ALL I SEE
ZD	35	5	I LOVE YOU ALWAYS FOREVER	83	60		BACK TO THE WORLD
24	21	13	UNTIL IT SLEEPS	(32)	65	3	PAPARAZZO SZEC SIGNICACIÓN
B	25	11	IT'S ALL THE WAY LIVE (NOW)	83	59	22	HEEP ON EXEPTIN ON
28	25	23	INSENSITIVE JENN MOCK NAME	44	81	ŧ	NEVER TOO BUSY NEMP LATEMONE COLLANDON
D	25	8	MACARENA LOS DEL ROJEMAS LAZINI	85	63	11	PLEOD JAPS OF GANTESSENDING ALASTE INC. (AND
20	36	5	WHERE DO YOU GO	68	D	10	FOREVER MORE
(3)	51	2	WHY DOES IT HURT SO BAD WHITE THOUSTON WAS IN	U	12	33	SITTIN UP IN MY ROOM
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by Theda Sandiford-Waller

RIO GRANDE: This week, 110,000 units of "Macarena (Bayside Boys Mix)" sold, lengthening Los Del Rin's lead an the Hot 160 and effectively ancing the group from its scarcet competitor, Toni Braxton, by about 4,000 chart points. According to SoundScan, the single bus surpass magical 1 million mark. In addition, the song reaches the top 10 of Hot 100 Airplay, at No. 9, registering new airplay at 10 stations.

GETTING VEDDER ALL THE TIME: "Who You Are," Pearl Jam's first single since 1995's "I Got Id," screams into the Hot 100 Airplay chart at No. 27, the group's best debut to date. The band's highest-charting song so far on Hot 100 Airplay is "Better Man," which peaked at No. 13 in February 1996, "Who You Are" is ranked No. 1 at 10 of the 98 monitored stations spinning the Epic single. "Who You Are" is receiving the most sarplay (65 detections) at KKDM Des Moines, Iowa, where GM/PD J. Michael McKay says the audience's anticipation of the single was very high. He says the song "bypassed the music director's office entirely and was previewed live on the air." At WDRE Philadelphia, where Pearl Jam received 43 detections, operations manager Jim McGuinn says, "Any time an artist the size of Pearl Jam releases a single, it's an event." No doubt, retail's expectations for Pearl Jam's fourth album, "No Code," are formidable as well, with 1.5 million units initially ordered for an Aug. 27 in-store date.

NHALE: You might think that after more than 4 million people bought Arista's "Waiting To Exhale" soundtrack there would be limited inter-est in a sixth single released from the album. Not so, according to Sound-Scan; nearly 30,000 units of Whitney Hauston's "Why Does It Hurt Sc Rad" have moved since its release two weeks ago. Although the bulk of the units sold are cassettes, the availability of Junior Vasquez's remix-es of "I Wanna Dance With Somehody (Who Lawes Me)" on the extended maxi-single has certainly helped sales. "Why Does It Hurt So Bad leans 51-29 on Het 100 Singles Sales and 60-38 on the Hot 100. The title also earned this week's Greatest Gainer/Sales award for its 72% sales

The original "I Wanns Dance With Somebody (Who Loves Me)" topped the Hot 100 and Hot 100 Singles Sales charts for two weeks and was certified platinum by the Recording Industry Asan, of America (RIAA) in 1987. (In 1989, the RIAA lowered the certification requirement for platinum from 2 million to 1 million units, so technically, by today's standards the single would have been double-platinum.) Houston's single is ineligible to be considered a double-A-sided single (and have airplay points from both sides combined) because "I Wanna Dance . . . " previously charted.

WORLD DOMINATION: Due to a 20% increase in audience impres-sions, Nas." "If I Ruled The World" wins Greatest Gainer/Airplay honsions, Nas." II I haired the world wins treatest thinestrapped inor. The song moves 43-33 on Het 100 Airplay and 59-53 on the Het 100.
"If I Ruled The World" is ranked No. 1 at four monitored stations: WWKX Providence, R.I., KPWR Los Angeles, WERQ Baltimore, and WOHT New York.

BOCK FANS TARGET OF LONDON CLASSICAL SET (Continued from page 11)

rocker well-known for his enthusiastic classical affiliations (having recorded with the Brodsky Quartet and composed pieces for other world-class performers). Among a raft of initial choices, he listed a lament by Elizabethan lutenist John Dowland and a choral work by 20th-century British compos er Benjamin Britten. His final nod went to "Sposa Son Disprenetta," a Vi valdi song in a heart-rending rendition by mezzo-soprano Cecilia Bartoli For Beach Boy Brian Wilson, there was only one choice, a piece that has

been a source of inspiration for him since he was a child: George Gershwin's "Rhapsody In Hue. "'Rhapsody In Blue' is a must for ervone." Wilson says, "It's a beautiful tune and was way ahead of [its]

time-still is in many ways. I listen to it nearly every day." Other artists' picks on "Exile": from Richards, Mozart's Violin Concerto No.

4, third movement; from McCartney, the Courtly Dances from Britten's opera "Gloriana," in arrangements by guitarist Julian Bream; from Bono, the rgo from Dmitri Shostakovich's String Quartet No. 8; from Stipe, Samuel Barber's Adagio for Strings and from Sinatra, Claude Debusay's

Also included: from Aerosmith's Steven Tyler, "Ritual Fire Dance" by Manuel de Falls; from Bruce Hornsby movements from Igor Stravinsky's "The Rite Of Spring"; from Elton John, excernts from Sir Edward Elgar's Enigma Variations: from Marianne Faithfull, Richard Strangs' *Beim Schlafengeben," one of his Four Last Songs; and from Yes guitarist Trevor Rabin, an excerpt from Modest Mus-

sorgsky's "Pictures At An Exhibition The performances on "Exile" come from London's prodigious catalog, including such maestros as Sir Georg Solti, Charles Dutoit, James Levin and David Zimman and such ensembles and soloists as the Chicago Symphony Orchestra, the Borodin String Quartet, Itzhak Perlman, and Kiri Te Kanawa (One non-London selection is Bream's arrangement of Britten's Courtly Dances, which McCartney specifically uested. The truck was licensed from

RMG Classics.)

London isn't marketing "Exile" toward the typical classical consumer but rather more toward the pop buyer, with several features of the campaign having an alternative rock slant. For example, the album will be issued in a limited-edition, double-gatefold vinyl run of 1,500 units, which is unheard of for classical repertoire. And the label is placing ads in such younger-skewing alternative weeklies as The Village Voice and The Boston Phoenix, with the tag line "Your favorite musicians Their femores obserioul receie " Also. the order album art recombles a real

record for more than does any release in the closulest racks 'Exile" will be serviced to major classical radio stations, although it will also go to certain college and pop outlets. Carter Alan, music director for modern rock WBCN Boston, wrote the liner notes for "Exile," and his station

plans to talk up the release and give it away via on-air promotions. We just want to do our part to let artists dig this music and how really hip and vital it is," says WBCN PD Ordinus.

Anthony Benet, music director/pro gram host at the University of California, Berkeley's KALX Berkeley, Calif., says that young people should realize that classical music wasn't necessarily written by or for a banch of old men. "Mozart: This was a guy who wasn't much older than a lot of the people buying alternative rock records today, and he felt emotions similar to theirs." Bonet says. "This music rocks, and an



nie un to that fact. According to classical bayer/mer-chandiser Mona DeQuis, Borders Books & Music and corporate sibling Planet Music are confident enough about "Exile" to place the album in its

"Instant Best Sciler" category, with front-of-store positioning and sale pric-

"Aging buby boomers can relate to rock stars, but they themselves are searching for an alternative beyond rock," DeQuis says. "And classical com pilations like 'Karajan Adagio' and symphonic rock records like 'Symphonic Pink Floyd' are very popular

A portion of the proceeds from "Exile On Classical Street" will go to the NARAS Foundation, which funds such music education programs as Grammy in the Schools and Grammy

Greg Barbero, VP of London, save that "Exile" is part of an ongoing effort by the label to raise the recilie of else. sical music with young people and tion and arts in the schools.

"This isn't just another classical compilation," Barbero says. "We want to dedicate part of our resources to raising money and building awareness for classical music. We have to help ensure that there's an audience for this music 20 or 30 years from now."

PLIMPKINS LEAD MTV VIDEO AWARDS NOMS (Continued from page 4)

Bone Thugs-N-Harmony's "That Crossroads," Foo Fighters' "Big Me," and Morissette's "Ironic. Capitol and Virgin, with eight nomi notions agrees, lead all other labels with the most award nominations. Elektra

is up for seven awards, while Mayerick and Atlantic nabbed six nods apiece The nominees were announced July 30 in New York by best group vid nomince Hootie & the Blowfish, MTV president Judy McGrath, and MTV executive VP of programming Andy

Bush, Metallica, Oasis, and the Smashing Pumpkins are among the acts scheduled to perform at the event which will be broadenet live from New York's Radio City Music Hall Sept. 4. Following is a list of nominees for the 1996 Video Music Awards:

Best video of the year: Bone Thurs-N-Harmony, "Thu Crossroads" (Rathless/Relativity); Foo Fighters, "Big Me" (Capitol); the Smaching Pampions, "Toraght, Toraght (Virgin); and Alaria Morissette, "Irons;

Maverick/Reprise). Best male video: Bryan Adures, "The Only Thing That Looks Good On Me Is You" (A&M); Beck, "Where It's At" (DGC); Co. *1.2.3.4 (Sumpin' New? (Tomany Boy): R. Kelly Featuring Rozald Isley, "Down Low (Nobody Has To Know)" (Jive); and Seal, "Don't Cry" (ZTT/Warner Bros.). Best female video: Block, "It's Oh So

Quiet" (Elektra): Truey Chapean, "Give Me. One Remon" (Elektra); Jewel, "Who Will Save Your Soul" (Atlantie); and Alania Monunita "Irrair" (Manurick/Bereise) Best group video: Bone Thurn-N-Harmony, "The Crossroads" (Rothless/Relativ ity); Foo Fighters, "Big Me" (Capitol); Fugees, "Killing Me Softly" (Ruffbouse) Colorabia): and Hootie & the Figuresia. "Only Warma Re With You" (Atlantie). Breakthrough video: Bjork, "It's Oh So

Quiet" (Elektra): Radiobeud, "Just" (Canitolt Garbage, "Queer" (Almo Sounda/Geffen); the Smashing Pumpkins, "Tonight, Tonight" (Virgin); Busta Rhymes "Woo-Hah!! Got You All In Check" (Flipmode) EEG); and Foo Fighters, "Big Me" (Capi-Best rap video: 2Par Featuring Dr. Dre. "California Love" (Mad Max version) (Death

Row/Interscope); Bone Thags-N-Harmony, "The Crossroads" (Ruthless/Relativity); Coolio Featuring LV, "Gangsta's Paradise" from "Dangerous Minds" (MCA Soundtracket and LL Cool J. "Doin' R" (Def Jam). Best dance video: Coolio, "1.2.3.4 (Sumpin' New)" (Tommy Boy); Everything But The Girl, "Missing" (Atlantic): La Bouche, "Be My Lover" (BCA); and George Michael, "Fastlove" (DreamWorks). Best hard rock video: Alice In Chains,

"Again" (Columbia); Murilyn Manson, "Sweet Dreams" (Nothing/Interscope); Metallies, "Until It Sleeps" (Elektra); and Rage Against The Muchine, "Bulls On Best alternative music viden: Bush,

"Glycerine" (Trsums/Interscope); Everclear, "Santa Monica" (Casatolic Foo Fighters. "Big Me" (Capitol); and the Semultina Pomekins, "1979" (Vingin). Best new artist in a video: Trucy Boo-

ham, "Mother Mother" (Island); Garbuge, "Supid Grf" (Almo Sounda Geffen): Jewel. (Continued on page 84)



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™Billboard 200

THE TOP-SELLING ALBUMS COMPILED FROM A NATION SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED. COMPILED, AND PROVIDED BY

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1	1	1	4	MAS COLUMNIA (7015* (10.08 CQ16-98) 4 weeks at No. 1 IT WAS WRITTEN	1	57	41	35	3	DE LA SOUR TOMBY BOY 1149* CO 9814 991 STAKES IS HIGH	13
2	2	2	59	ALAMS MORESETTE A "WICKOMOTHIC RECOMMEND MICK DO NOT SEE ME AGGED LITTLE PILL	3	60	57	52	27	TRACY LAWRENCE • ANAMIC STREET, MISS NO. TIME MARCHES ON	25
4	4	4	4	LEANN RIMES CUPS 77921 CIG MG35 980 BLUE	3	59	60	50	117	HOOTTE & THE REGWASH & "ATUATIC RECEIVING DO SREED HE WILLIAM THE CRACKED REAR VIEW	1
3	3	3	3	METALLICA ELECTRIC I 12 1941 (1 11 1941 (1 11 11 11 11 11 11 11 11 11 11 11 11	1	60	59	58	259	METALLICA ▲* (LIXTUA (11139-000-035-90) METALLICA	1
3	5	3	53	EONE THUGS-N-HARMONT A" AUTHORS SOM PROCESSION FOR 15 1915 MIL. E. 1999 ETERNAL	1	61	52	50	4	N.W.A RUTHLESS SOCI-PRORTY 12 (MILE III) GREATEST HITS	48
0	4	3	20	CELINE DION & ' 500 MUSIC F754 LEPIC (10 10 EQUE 100 FALLING INTO YOU	1			$\overline{}$		* * * GREATEST GAINER * * *	$\overline{}$
3	3	5	24	FUGEES A* NUMBER OF A PRODUMENTATION OF THE SCORE TONE SPACETON LANCE RECOGNISTS TO DESCRIPT SECRETS	1 2	1	98	172	4	JOHN WILLIAMS & THE BOSTON POPS QUCHESTRA SUMMON THE HEROES	12
1	9	5	37	TRACY CHAPMAN & LUXTIN SUBSCIENCE SECRES NEW BEGINNING	1 4	63	63	65	24	AGAM SANGLER . WHAT THE HELL HAPPENED TO ME?	18
10	11	11	37	NO DOUBT & TRACES STREET, STRE	15	(14)	72	77	54	JEFF FOLWORTHY A WARRING SHOTE STREET STREET GAMES REDNECKS PLAY	
			200	The second second control of the second cont		65	67	63	5	VARIOUS ARTISTS X-GAMES VOL. 1 — MUSIC FROM THE EDGE	45
	11	10	5	NEITH SWEAT (LIXTIN 61700*1006-100 9816-98) KEITH SWEAT	5	-	-	-	_	10mm to 11/2(1) 58/1/58/	-
	12	13	4	SOUNDTRACK REPRISE 40360WARNET BROS CLI 58/07-989 PNENDMENON	12	(86)	76	83	85	GARTH BROONS ▲* CAPTOL NASHALLE 29689 (32.9655.96) THE NSTS	1
13	13	12	8	SOUNOTRACH OF JAM 533931 "MERCURY (1) 96 EQ17 90 THE NUTTY PROFESSOR	8	67	58	56	6	LYLE LOVETT CURS 114894KA (10 9804.98) THE RDAO TO ENSENADA	24
14	15	15	13	OAVE MATTHEWS BAND ▲ ICX 66004 (10.00/16-06) CRASH	2	68	62	55	4	BLUES TRAVELER ANN 540935128 9023 90 LIVE FROM THE FALL	45
П				* * * HOT SHOT DEBUT * * *		65	75	83	38	GARTH BROONS A" CAPITOL INGUISEZ 20080 (12 98/16 98) FRESH HORSES	2
(3)	NEV	11	1	THE BLACK CROWES MERCANDING CODEMINERANCE THREFT SHARES & CHECKERN	15	70	51	57	5	MSS YOU WANTED THE BEST, YOU GOT THE BEST!	17
18	14	14	43	DASIS ▲ "EPIC 67361 (10.98 EQ16.98) (WHAT'S THE STORY) MORNING GLORY?	4	200	89	103			71
17	35	16	74	SHANKA TWAN & MORCON RESPULLE \$2006 (\$2.50 EQUE NO THE WOMAN IN ME.	5	<u>(a)</u>			5	NADA SURF ELEXTAN 6010 SEES CLO 16/13 SEE EE HIGHLDW	77
18	17	18	10	SOUNDGARDEN ANN SACROST ISO SIGN SIGN DOWN ON THE UPSIDE	2	72	68	65	5	BRYAN ADAMS AND SHOSS CO MICH NO. 100 IN TIL 1 DIE	31
19	18.	20	13	MARIAH CAREY &" COLUMN SECTO GO SE EQUE SEL DAYOR FAM	1	73	69	72	3.7	SOUNOTRACH A" ARETA DEPH (0.0 96/14.90) WAITING TO EXHALE	1
	21	25	12	GARRAGE A KIND TOTALS RECOVERYS CLUMMS W. THE GARRAGE	20	<u>(10</u>	81	104	12	MAXWELL COLUMBA 68434 (2.98 EQ11.90 IIII MAXWELL'S URBAN HANG SUITE	74
			100		1	75	71	82	19	VARIOUS ARTISTS CURLITY 6747/WARLOCK (12 98) 6-98) CANCE MIX U.S. A. YOL. 4	17
21	20	19	14	HOOTIE & THE BLOWFISH & ADMITC SCHOOLS STORES OF FARWEATHER JOHNSON		72	56	89	1	WARIOUS ARTISTS SUN SPLASHIN' 16 HOT SUMMER HITS WERE 1997 100 9805, NO.	66
22	22	22	34	GEORGE STRAIT & MCA 1142H GO 58/16 989 BLUE CLEAR SKY	7	77	74	20	1	NEAL MCCOY ATLANTO REPORTING ISE 98/15 980 NEAL MCCOY	61
23	27	23	. 8	BECK DOC 24823**057959 000 9618 960 ODELAY	16	78	79	73	26	VARIOUS ARTISTS (DU) FROM STIAN TO A DECIMAN CLUB MIX '96 VOLUME 1	50
24	24	21	15	RAGE AGAINST THE MACHINE & (PC \$7523" (10 % (Q 16 %)) [VII. EMPIRE	1	75	80	86	22		31
25	15	IJ	6	CRUCIAL CONFLICT PILLAS \$3006*SANWERSKS (10 Str.) 2 Str.) THE FINAL TIC	12		- 22	- 00			
26	25	31	24	JEWEL ● ATLANTIC 02700/AS (33 90) 58 PIECES OF YOU	25	80	73	63	14	SWV RCA 6640** (DD 9636 96) NEW BEGINNING	3
27	25	27	15	BROOKS & OUNN & AMSTA 18829 do 50/25 980 BORDERUNE	5	81	#	120	23	STABBING WESTWARD WITHER BUSTER BURN + PEEL	81
783	36	45	21	311 • carricon sentinemonymon rou en	28	82	54	54	4	NEW YOUNG WITH CRAZY HORSE NAMES ADSTYNAMES DODS OF 9516 SIL BROKEN APPOW	11
29	28	*	3	VARIOUS ARTISTS TOMAY BOY 1164 (1) 19016 981 MTV PARTY TO GO VOLUME 9	28	10	78	74	4	SPONGE COLUMNA 67576 (10 NO EQUA SIX WAX ESCENTATIO	60
30	31	30	13	THE CRANGERSIES A number sector interest to TO THE PAITHFUL DEPARTED	4	84	87	78	9	VINCE GILL MONTH PROFESSION HIGH LONESOME SOUND	28
	12	30	-	BUTTHOLE SURFERS CHING 2004T DE 9005 901 ELECTRICLARRYLAND	32	85	90	57	29	JANN ARGEN AM 540234-02 5803 ND III LIVING LINDER JUNE	85
		y v	11	GLODIA ESTEFAN DE CONTROL DE CONT	23	10	82	и	20	STING • AUM SAGARS (IN WALL SEE MERCURY FALLING	3
22	32					17	86	85	1	HELTAH SNELTAH DUCK DOWN SCHUTTPROWNT (ID 1909-19) NOCTURNAL	35
	30	28	10	TOO SHORT ▲ DANGEROUS 41584*17/E (12198/16-98) GETTIN' IT (ALBUM NUMBER TEN)	3	-		-		TACTOR TO THE TA	
34	23	32	40	THE SMASHING PUMPNINS A" MELLON COLLIE AND THE INFINITE SACNESS VIDOR (COLL IS 9502 SEC.)	1	14	85	87	13	KIRK FRANKLIN AND THE FAMILY WHATCHA LDOKIN' 4	23
35	35	327	24	ZPAC A" DEXTH ROW-HILLESCOPE SENSOR-VOLUMD 119 980% 981 ALL EYEZ ON ME	1	OB)			13	* * * HEATSEEKER ÎMPACT * * * OSHWALLA AM MANIERO MATERIANIS	
36	27	24	8	SOUNOTRACH WALT DISNEY ROBER TOO SHITE HOW THE HUNCHBACK OF NOTICE DAME	11			112	-		
37	34	29	29	"WEIRD AL" YNAKOWC & ROCKROLLSCOTT BIOS. TORONIL ANDROAN DE SUITS SILL. BAD HAIR DAY	14	90	96	96	45	JOAN OSSORNE A* RUC CORLUX \$256996/ERCURY (1) 96 EQ16-96 RELISH	9
38	33	33	81	BUSH & TRAINA SSISTEMBRICOPE (10 Sect 5 SE) SEE SIXTEEN STONE	4	81	104	100	41	SEVEN HARY THREE & NAMED WILLIAMS STREET, GO 9915 NE THE AMERICAN STANDARD	24
29	23	39		PRIMITIVE RADIO GOOS ENGO EFICOCOCUMBIA CF SE EQUI 500 ROCKET	20	82	55	52	15	MASTER P NO LINET SYSTS-PRIORITY (15 96/16 96) ICE CREAM MAN	26
	41	41	37	R. NELLYA" INCHESPO ILLISINGS MILE. R. KELLY	1	93	100	99	52	VARIOUS ARTISTS & TOMIN BOY 1137 (10 1903 590 J.DCK JAMS VDL. 1	30
0	0	47	1	LOST BOYZ UNVISION SECTOR (10 MICES NO. LEGAL DRUG MONEY	-	u	107	111	- 65	DAVE MATTHEWS BAND A" LINDS B THE TABLE AND DREAMING	111
42	45	48	5		0	(35)	118	133	18	POLICIAND WHITE AND ENGAGES OF SELECTION SELEC	52
43	47	46	5	JAY-Z RECEUROC-A-FELIA SOSSE-PRIORITY (33 9616-96) REASONABLE DOUBT	23	96	12	#1	5	CHER REPREZ 44175WARVER BPDS (10.3914 56) IT'S A MAIN'S WORLD	64
	45	45	11	THE ISLEY BROTHERS ● 1 MICK \$2423441440 (10 5634 56) MICSION TO PLEASE	31	CTD.				* * * HEATSEEKER IMPACT * * *	١
(5)	54	62	38	LL COOL JA 69' JAN 523H5'NEPORP GG 96 EQ17 96: MR SMITH	20	30	123	105))	THE REFRESHMENTS MERCURY SZRIPS III SO 104 SO THE FEZZY FUZZY BIO & BUZZY VARIOUS ARTISTS	97
46				STONE TEMPLE PILDTS A TINY MUSIC SONGS FROM THE VATICAN GIFT SHOP	4	30	113	124	4	SURFEGG SECKSHILLERSCOPE (16-MAIS MI) MDM — MUSIC FOR OUR MOTHER OCEAN	28
	44	48	18			98			90	BOB SEGER & THE SELVER BULLET BAND A' GREATEST HITS	1
47	44 : 51	53	58	NATABLE MERCHANT & 10000041745000103004 901 TIGERULY	13		105	58			
					13	30	105	58	×	DATE SOUND COMMISSION CONTROL PROPERTY AND ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY AND ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY ADDRESS OF THE PROPERTY	Ļ,
46	51	53	58	NATALIE MERCHANT A' (LIXINA 61745(ES (12 9E) 6.99) TIGERULY		(100)	153	200	3	* * PACESETTER/HEATSEEKER IMPACT * * * DONNA LEWIS MUANT EXTRACT CONTACT THE NOW IN A MINUTE.	100
46	51 63	53	38	MATALIE MERCHANT A * ELECTRA 617456ES (1176ES 98) TIGERULY COOLIO A * TOMMY BOY 1141* (1179E 98) GANGSTA'S PARACISE	9	(10)	-		,	* * * PACESETTER/HEATSEEKER IMPACT * * * DONNA LEWIS MUAITE EXPENSION SHIPS SHIP NOW IN A MERCUTE	100
46 49 50	51 43 40 55	53 64 60 67	58 38 8 13	ANAMAL MERCHAMIN' A "ELECTRA FINANCE DI SELE SEI TIGERULY COCULO A" INNER SEI TIGETI 1981E SEI GANGSTAS PARADESE MINNY BUTTET IL MONISTRUST IL SELESCO DI SELE SEI MINNY BUTTET IL MONISTRUST IL SELESCO DI SELE SEI MINNY MOCREADY DIN 66900 DI SELE SEI	9	100	153	200	3	* * * PACESETTER/HEATSEEKER IMPACT * * * DONNA LEWIS AULAND EXTENDED 00 9025 90	100
46 48 90 51	51 43 40 55	53 64 60 67	38 38 8 13	ANAMA ENCINO SERVICIO SE ESPANSIA EL MANTA EL MENERO EL PARE EL MANTA EL MENERO EL MANTA EL MENERO EL MANTA EL MENERO EL MANTA EL MENERO EL MANTA EL MENERO EL MANTA EL MANTA EL MANTA EL MANTA EL MANTA EL MANTA EL MANTA EL MANTA MANTE. MANTA GUERRA EL MANTA MANTE. MANTA CONNECCI, JR. COLUMBA REPORTO EL MENERO ESPANSIA MANTA EL MANTA CONNECCI. EL MANTA CONTROL	5 4 50 38	160 161 162	153 117 122	200 127 135	3 9 7	+ + + PACESETTER/HEATSEEKER IMPACT + + NOW 18 A NINUTE NOOCHET COMPANY 222 119 8 1245 5 12 12 12 12 12 12 12 12 12 12 12 12 12	100
46 49 90 51 52	51 63 60 55 38 50	53 44 40 67 43	38 38 8 13 4 32	TOGERLY ANALYSE MEKENNAM A** DECRM \$11* MARKET COLOREST COCOLOR A** THORREST MARKET MUTETT M	5 4 50 38 45	160 181 162 163	153 117 122 129	200 127 138 109	3 5 7 22	* * * PACESETTER/HEATSEEKER IMPACT * * * DONNAL ERWIS AUANTE KERNAND SYSTEM ## DONNAL ERWIS AUANTE KERNAND SYSTEM ## DONNAL ERWIS AUGUSTER ## PAUL BEANOT ERTS ON CONTINUE AUGUSTER ## DONNAL ERWIS	100 100 100
46 49 90 51 52 53	51 63 60 55 38 50	53 64 60 67 63 51 50	58 38 8 13 4 32 28	ANALO MEGANINA TERMINATURAN DEL SENTIMA DE	9 4 50 38 45 21	100 101 102 103	153 117 122 129 77	200 127 135 109 48	3 9 7 22 8	+ + PACESETTER (HEATSEEKER IMPACT + + 0.00% 1 EWIS ANAME ERTON 00 NO NE	100 101 102 103 46
46 48 90 51 52 53 54	51 63 60 55 38 50	53 44 40 67 43	38 38 8 13 4 32	TOGERLY ANALYSE MEKENNAM A** DECRM \$11* MARKET COLOREST COCOLOR A** THORREST MARKET MUTETT M	5 4 50 38 45	160 181 162 163	153 117 122 129	200 127 138 109	3 5 7 22	* * * PACESETTER/HEATSEEKER IMPACT * * * DONNAL ERWIS AUANTE KERNAND SYSTEM ## DONNAL ERWIS AUANTE KERNAND SYSTEM ## DONNAL ERWIS AUGUSTER ## PAUL BEANOT ERTS ON CONTINUE AUGUSTER ## DONNAL ERWIS	100 100 100

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MEEX	MEE	2 882	ONANA O	ARTIST TITLE THE LANGE THE LANGE THE CONTROL OF THE	350	PHS WITH	WEEK	2 493	CHANT	ARTIST MEG. 4 NUMBER OF THE WAYS, CHARLETED LIST PRICE OF SOLVALENT FOR CASSETTECTS.	
1	65	26	3	↑ MARRIET STOS. 41317 (SO MISS SID. CHI/OS AND DISORDER	26	135	140	139	20	GRAVITY KILLS THE SELECTION SE	
t	115	117	87	BLUES TRAVELER A" NAM SADJOS (10 9017 90) FOUR	6	(156)	137	-	7	POE WOODN IS 1994Q (10 9909 99) #	
	123	113	13	CELLY CEL SON WAY IT 41577/JOSE (1) 1991 (1990 KILLA CALI	25	197	145	147	Ж	SOUNDTRACK • LINGON 448215 10 3604 500 BRAVEHEART	
t	17	72	a	SOUNDTRACK ROLVICTOR 65514 (10.59/35.99) INDEPENDENCE DAY	n	156	147	137	121	BUSTA RHYMES • DERTIN COMPANY DESCRIPTION THE COMPANY	
۲	115	118	90	EAGLES A" GENTEN 24725-112 MYLT MIL. HELL FREEZES OVER	1	(158)	105	146	20	KENNY WIXINE SHEPHEND GAYS HUZUWANES MICE STRINGS SHE THE LEDGETTER HEIGHTS	
	120	116	-	TLCA" unior removers in sent on CRA775ENCOCK	1 3	160	150	137	11	DEFE FERRATE A SUPPLIES ASSESSMENT TO SECURE OF SECURE	
	100	106	108	SEAL A" ITTERE LALI SWALLING SECT. 110 MAILS MIL.	26	-			IDOS	TO COLUMN TO COL	
	100	131	100	EVERYTHING BUT THE GIRL ADMITS ADMITS TO THE THE WALKING WOUNDED	32	161	158	158	51	KORN ● MMORTH, 666356PIC (12 96 EQ45 96) (III) KORN	
	108	116	49	GOO GOO DOLLS A MANNER HIGS 45750 (1981 5-98) WALLAND WALLAND WOUNDED	22	162	155	164	14	VARIOUS ARTISTS MANIETH SESTEAS (20 SR 15 HE) MTV BLZZ BIN	
	133	71	10	SCUNDTRACK work consecutions constrained THE CARLE SERV	41	163	161	153	15	DEF LEPPARD A VAULT — GREATEST HITS 1930-1995	
	133	"	2	RICK TREVING COLUMN 67452 (10 TH EGYS 50) LEARNING AS YOU GO	117	184	148	121	13	THE BEATLES AFFLE SAMENCAPHOL 195 SIGNLINE ANTHOLOGY 2	
	128	121	78	ALICE IN CHAINS ▲ COLUMBA 67249* US 50 ESS 50 SH	1	165	159	146	15	TOBY KEITH AM MONIUS STUDY TO SELECT BY BUT BY	
	123	144	45	TIM MCGRAW & CURB TROUBLE SHE SHE SHE SHE SHE SHE SHE SHE SHE SH	4	166	171	180	43	FAITN NILL & WARNES BROS 45872 (12 96.15 90) IT MATTERS TO ME	
+	54	76	12	SOUNDTRACK & NAMED SAME THE SAME ASSESSMENT BOOK TO SELECTE TO THE SAME THE	28	167	173	160	141	TOM PETTY & THE HEARTBREAKERS &'	
Ļ	34	_			а	141			_	MCA 10823 (10 9841 7 98)	
١	112	107	50	THE PRESIDENTS OF THE UNITED STATES OF MARRICA A. THE PRESIDENTS OF THE UNITED STATES OF MARRICA	- 6	(19)	NE		1	VARIOUS ARTISTS BORT \$500 IS 98 14 90 D.J. MIX 96 VOL. 1	
t	131	148	10	SOUNDTRACK WILM 35739 (5-98)35-90 BED OF ROSES	91	165	891	rec	45	COLLIN RAYE • INC 87383110 98 IS915 90 I THINK ABOUT YOU	
t	113	191	26	MARILYN MANSON & NOTHING SOMEONISSCOPE IF SHEET SHE SMELLS LIKE CHILDREN	31	(176)	NE	N Þ	1	WARROUS ARTISTS LAFACE DECISIONISTS (10 MINS SED. RHYTHM OF THE GAMES	
	123	131	34	ENYA & PEPPER 46106/WWHEN BPOS (32 96)27 MIS THE MEMORY OF TREES	3	171	166	173	17	ANDY GRIFFITH I LOVE TO TELL THE STORY, 25 TIMELESS HYMNS	
t	99	50	1	PORNO FOR PYROS NAMED MOS ASIZNADOMINENE GOOD GODS URGE	70				1	\$500000 £1440-5-9005-98	
	120	114	31	EVERCLEAR & THE REST SONDY-CAPTED IN SMILL SEE THE SPARKLE AND FACE	25	172	NE			SOUNDTRACK CAPTER, 371 90 120 9604 960 TRAINSPOTTING	
	134	130	3	MAXI PRIEST WORN KINGS TO MICHIGAN	114	173	180		200	QUEEN A HOLLYWOOD 61295110 981/7 981 GREATEST HITS	
	145	151		THE WALLFLOWERS ATTRICON SOON TO MAKE ON THE HORSE	128	124	152	126	6	LORRIE MORGAN INVA 668479CA133 9616 981 GREATER NEED	
	121	91	3	WADE NAVES COLUMNS 67562 (1076) 5 50. ON A GOOD NIGHT	91	(175)	NE	W >		PFR wild \$1500 CHORONT IS 98/14 98: 100 THEM	
	136	140	36	DC TALK & common resumment of the second terms	16	176	160	156	90	BONE THUGS N-HARMONY &* CREEPIN ON AH COME UP (EP)	
ŀ		140				127	170	159	43	TERRI CLARK & until per paperatur school cook cook so is see	
	83	_	2	SADAT X LOUD-6682279DA (10 98/05 98) WILD COWBOY	83	126	178	176	245	NIEVANA A' DOC 20029-057770-112-0615-061 NEVERMIND	
	124	122	12	PANTERA ● DASTWEST 6150H/60G 110 96/06 96: THE GREAT SOUTHERN TRENDRILL	4	125	145	135	5	VARIOUS ARTISTS CLEARS \$150 CEG (10 MG 5 Mg) AMERICA IS DYING SLOWLY	
	144	157	24	WYNONNA ▲ CURE 11090WCA CO 96116 9th REVELATIONS	9						
	111	93	5	MESHELL NORGEOCELLO MURROUPERE ACCOMUNE MOL CONTROL SE PEACE SEYOND PRESION	63	Œ	152	-	2	SUPERDRAG (LEXINA 619000)(0.110 No.15.90) ## REGRETFULLY YOURS	
7	164	198	3	JOHNNIE TAYLOR MUKO 7480 19 9814 981 GOOD LOVE	135	(III)	196	-	2	JAMES BONAMY DISC 67069-D598 EQ15-98: 20 WHAT I LIVE TO DO	
	134	134	72	COLLECTIVE SOUL & ATLANTIC 82745AG (10 98/16/98) COLLECTIVE SOUL	23	182	182	174	88	SOUNDTRACK AT PRIORITY \$2550" (10 Sects Sec. FRIDAY	
Ť	135	145	54	SOUNDTRACK A* MCX 11160* (10 96/16 96) PULP FICTION	21	183	174	175	138	LIVE A" AUDIDATINE 10997-NICA 110-1016-101 THROWING COPPER	
Ť	127	113	15	TRACY BONHAM (LINOSSHIP! 1890SAN) THE BURDENS OF BEING UPRIGHT	54	184	183	151	241	PEARL SAM &* DPC-47857* (1096 EQ14/98) (201	
Ť	143	154	56	D'ANGELO ▲ DM 2242919 98/13 981 BROWN SUGAR	22	185	172	166	17	GETO BOYS • AM-A-021900 TRINE \$1555*WRIGHT 12 19/14 19: RESURRECTION	
Ť	157	387	3	VARIOUS ARTISTS ICA 66749*13 9015 901 CLUB CUTZ	140	186	184	170	11	LUKE LISTHER CHAPPELL 16/0007 (10 19/16/19) UNCLE LLIKE	
t	125	129	20	MONIFAN LITTUM STORM MARKERS ALOD SKITS HE MOCOS . MOMENTS	-6	(B)	NE	# h	m	SOUNDTRACK LEW 1271 GRO 19917 980 ESCAPE FROM L.A.	
	133	123	4)	OZZY OSBOURNE & DIC 67091 110 99 EQUE 90 OZZMOSES	1 4	188	188	195	193	KENNY G ▲* ARETA 18644 (10 9615 96 BREATHLESS	
	127	171	29	SOUNDTRACK • CATTO, STREET CONTINUES SEE	49	185	167	163	8	DELINQUENT HABITS PAYLOUGH NESS-PROALCORES 98 DELINQUENT HABITS	
	132	139	m	ARRA A7 en vinge stranger and indicate a control of the control of	63	190	177	157	38	QUINCY JONES & OVERT AND TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND DESCRIPTION TO THE TOWARD BOTH TO MAKE AND THE	
	163	195	127	CEUNE DION & 100 MINOR STREET, TO SECURE OF THE COLOUR OF MY LOVE	4				-		
	154	152	127	RHETT AKINS OFCO TUDINGS TO SELECT SHE SELECT SOME SOME SOME SOME SOME SOME SOME SOME	102	151	190	183	12	SAMMY KERSHAW MEXCURY AND HELT STREET FOR EQUA SHE POLITICS, RELIGION AND HER	
	125		12		12	(192)	RE-6	KURY	12	SOUNDTRACK ▲* MCA SOUNDTRACKS 1122H1MCA (20 5817 58) DAINGEROUS MINDS	
		125				193	175	176	32	EVERYTHING BUT THE GIRL ● KTUNKEC 02005/IG 110 96/25 98 AMPLIFIED HEART	
	165	168	33	ENRIQUE IGLESIAS ● 7040V6A 0004 (30 9813 98) ENRIQUE IGLESIAS	148	194	191	152	14	GOLDFINGER WOLD SOCCEMENTERS AL 100 MATE 980 IIII GOLDFINGER	
	142	141	24	TOTAL ● 640 801 73000*-ARISEA DO 9811 980 TOTAL	23	(35)	81-6	HIRY	279	ENIGMA A" OWNSHA RESSAMRON (10 19/04 96) MCMXC A D.	
1	145	199	3	WARROUS ARTISTS ARCLA \$13886943 LATH (F 96/11 98) MACARENA MIS	150	158	195	177	46	RED HOT CHILL PEPPERS A WARNER WICH ASTREET WAS NOT ONE HOT MINUTE	
ſ	156	162	58	WHITE ZOMBLE A' ASTRO CREEP: 2000 SONGS OF LOVE, DESTRUCTION	- 6	197	200	-	60	BOYZ II MEN A" MOTOWY SASSESSISSINGS THE	
t	151	163	20	THE NUMBER OF THE PROPERTY OF	n	158	199	-	731	ENTR AT HERMA SETTEMBRISH BROS. CO. SEC. SHEPPHERD MOONS.	
t	138	122	7	LINDA RONSTADT DEDICATED TO THE ONE LLOWE	78	(199)	85.6	V78V	17	SQUINDTRACK ANGMA SWITCH BS ITO MICE THE LEAVING LASS VEGAS	
	141	35	-	EDECANY 61 A1 BY LCC 1/10 ARC 6- ARC	75	706	179	163	27		
L	191	19	3	DEAD CAN DANCE 442 44230-YARRIST BROS 150 160 6 160 SPERITCHASER	1 10	200	1/9	165	el	TORI ANOS ● ATLANTO ESINZ MG (10 9616 98) BOYS FOR PELE	
١	LBU	MS A	-Z (U	STED BY ARTISTS)							
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BILLBOARD AUGUST 10, 1996

on, as record companies continue their on, as record companies continue their attempts to capitalize on the interna-tional Games with fresh single and al-On July 30, 560 Music issued a studio version of Celine Dion's "The

Power Of The Dream," which the Canadian singer performed at the Observic opening regremony July 19 as the B-side of the vocalist's new single It's All Coming Back To Me Now, drawn from her triple-platinum album "Falling Into You."

Philips Classics has created a specia CD single featuring a studio version of another song performed at the opening eeremony, opera diva Jessye Norman *Citius, Altius, Fortius (Faster, High er, Stronger)," and has packaged it with the apprano's 1994 compilation "Brava, Jessye! The Very Best Of Jessye Norman." The augmented package was rush-released July 23.

Two orchestral works by Michael Kamen "The Sacred Trace" and "On The Winga Of Victory," which are scheduled to be performed at the closing ceremony, will be included on Kamen's forthcoming album of instru-mental works, "Mr. Kamen's Cous." set for November release by RCA Red

A fifth official Olympic album only recently made its way into the man ketplace: On July 23, Motown Records subsidiary MoJAZZ issued "People Make The World Go 'Round," a con temporary jazz-oriented set featuring such artists sa Norman Brown, Lionel Hampton, Norman Connors, Najee Chaka Khan, Herbie Hancock, and Herb Alpert.

The collection is the only sanctioned compilation to feature a former Olympian: guitarist and MoJAZZ artist Wayman Tisdale, a power for-ward for the Phoenix Suns who played on the U.S. backetball town that won the gold medal at the 1984 Obrmpics in Los Angeles.

Four other genre-specific official Olympic albums were released earlier this year (Billboard, Feb. 10). One of these, MCA's country set "One Voice stands to get a much-needed commercial boost after the Games conclude since Trisha Yearwood is scheduled to perform her album track "The Flame" in a featured slot during the closing

SINGLES SPRINT FOR GOLD Dion's "The Power Of The Dream"

was peuned by her producer, David Foster, Kenneth "Babyface" Edmonds; and Linda Thompson. It was per med at the opening ceremony with the Atlanta Symphony Orchestra and Atlanta's Centennial Honor Choir Dion's performance was seen by an estimated worldwide TV audience of 4 billion people, according to \$50 Music executive VP John Me L. Doeln. The single version of the song was rush-recorded in the studio a month

ago for the B-side of the follow-up to Dion's platinum single "Because You Loved Me," according to Doeln. "It's a consumer bonus," Doelp axve We wanted to make it available to her fan base . . . It's a great song. It con nects to the emotions that are going on in the marketplace right now. It's great

for the Olympics, because she's truly an international artist Doeln says that 550 Music initially shipped 550,000 units of the single which is available on CD, cassette, and

7-inch vimit. Norman's "Citius, Altius, Fortius" was composed by Olympic musical director Mark Watters and lyricist Lorraine Feather for the July 19 open

Stuart Pressman, director of man keting for PolyGram Classics & Jazz. says that the song was recorded in a session a couple of weeks before the Games began by Norman and the Atlanta Symphony Orchestra and Cho-

rus, conducted by Watters. We've been trying to take advantage of all the hoople surrounding the Olympica and Jessye's part in it,"

Pressman says. "Citius, Altius, Fortius" is on Brava, Jessyel," a compilation of Norman arias, in a brilliant box; new cover art high-

lights the honny CD. "The price is the same, but we've thrown [the single] in as extra value, In publicining and promoting the new package, he adds, "we serviced an extra list—all the TV sports networks-with this . . . It was way out-

side the classical world."

Composer Kamen—a former m ber of the rock-classical fusion unit the New York Rock & Roll Ensemble and a prominent film composes issioned to compose "The Sacred Truce" (a salute to the flags of inter national competitors) and "On The Wings Of Victory" (a 12-minute tribute to "extreme sports") on the heels of his score for "Mr. Holland's Opus," which starred Richard Dreyfuss as an inspir-

ing high school music teacher Appropriately, the pieces will be performed at the closing ceremony by the Atlanta Youth Orchestra and an 80voice choir. "I'll use the Atlanta Youth Oreb tra, at least, to do 'On The Wings Of

Victory' on my album," Kamen says.
"I'll definitely use the same forces for "I came to these Olympics with the same cynicism that musicians bring with them as baggage to events like thia . . . But I was so touched by my first contact with the orchestra." He says that "Mr. Kamen's Opus'

will be "a cleasical album being released as a pop record. It's an album of all my film music." The set will include music from "Mr. Holland's Opus," "Robin Hood: Prince Of Thieves," "Den Juan DeMarco," and "Die Hard."

JAZZING THE GAMES

MoJAZZ's official Olympic reles was the last out of the blocks. Digita music programmer DMX had planned to enter the label husiness with the

Otympic jazz albam. However, in Feb-ruary, MoJAZZ, which had discussed a possible album with Olympic officials earlier, was offered the opportunity to produce the set MoJAZZ GM Bruce Walker says. "We had about two weeks to put the

record together." Walker says that 95% of the music on "People Make The World Go Round' is new material. Most of the tracks feature the label's artists and serve as a preface to upcoming albums by the jazz performers.

Regarding promotion of the set, alker says, "We're going to focus on Walker says, the Zhané track ['Renderyous'] and the Wayman Tisdale track is remix of Summer Broom? As an Olympic medal winner, Tis-

dale was a natural choice for the album, says Walker: "We came to Wayman and said. 'Hey man, we gotta get you to be a part of this' . . . He was an ath

lete who was actually there in '84. He's a natural apokesperson for this pro-

The other official Olympic albums already on the market have not been tallying immense sales. However MCA stands to be one of the major beneficiaries of the star-studded clos-

Watters says that country star Yearwood will perform "The Flame" on a specially construct ed tower adjacent to the flame in

Atlanta's Olympic Stadium, "She'll be by herself, singing way up there," he says. The ceremony will feature Stevie Wonder performing a version of John Lennon's "Imaginand a "Southern jamboree" starring

such performers as Wynton Marsalis, B.B. King, Al Green, Fuith Hill, the Pointer Sisters, and Gloria Estefan, according to Watters. The Olympics may be wranging up on Sunday, but the mockery lingers on on the charts: "Redneck Games," the Warner Bros. single mating a vocal

performance by country star Alan Jackson and an Olympic spoof by con Jeff Foxworthy, climbs one slot to No. 47 this week on Billboard's Hot Country Singles & Tracks chart.

NO MEDALS AT RETAIL The official Olympic albums, most of which have been in release for

months, have been only modestly succenaful in their respective genres. None has yet attained the chart position

reached by the officially canctioned silsum of the 1992 games The lone '92 Olympic album, the Warner Bros. set "Barcelona Gold," benefited from a major tie-in with Coca-Cola and heavy TV exposure during the

ames (Billboard, June 27, 1992). The album, which featured music from a variety of genres, peaked at No. 32 on The Billboard 200; it has sold more than 250,000 units, according to Sour and included a too five single, Madonna's "This Used To Be My Playground. Surprisingly, the most popular collection of this Olympic year is Sony Classical's "Summon The Herces," featuring composer/conductor John us and the Boston Pops Orches tra. The set features the Pops playing

Williams' titular composition, performed at the opening ceremony in Atlanta, and light classical pieces and familiar movie themes by Mikis Theo drakis, Dmitri Shoetakovich, Vancelis and others. As of this week, it has held the No. 1 slot on Billboard's Top Classical Crossover chart for 10 week "Summon The Heroes"-which has sold more than 73,000 units, according In Me" by Karla Bonoff & the Nitty Gritty Dirt Band, was issued in April to SoundScan-is Greatest Gainer on The Billboard 200 this week, soaring to No. 62 from No. 98. but failed to chart. This week, EMI Latin's Spanish-lan-

collection "Voces Unidas" drops

to No. 9 on The Billboard Latin 50 from

of hit singles on Billboard's Hot Latin Tracks chart, "Puedes Llegar" by Voces Unidas—a group of 10 Latin stars including Estefan (who wrote the

song), Jon Secada, Julio Iglesias Placido Demingo, and Jose Lnis Rodrigues—rose to No. 2 and spent 13 weeks on the chart. The late superstar Selena's previously unreleased "No Quiers Saber" peaked at No. 6. "Rhythm Of The Games," LaFace's oriented collection, debuts at No 170 on The Billboard 200 this week and climbs from No. 64 to No. 58 on Billboard's Top R&B Albums chart this week. The album contains Estefan's "Reach," her solo English-languag

version of "Puedes Llegar"; the Epic single of the track is No. 45, its peak on the Hot 100 Singles chart. According to SoundScan, "Rhythm Of The Games" has sold more than 34,000 So for MCA busn't collected and medals for its Olympic album "One Voice," an April 23 release that features such stars as Yearwood, John Berry, Lorrie Morgan, Patty Loveless and Willie Nebon. It has failed to make an impression on either The Billboard 200 or the Top Country Albums chart. A single from the album, "You Believed

Sales figures indicate a slack response at retail to all of the Olympic related titles save Williams' Dave Goist, buyer for 150-store National Record Mart in Carnegie, Pa. (Continued on page 83)

No. 5, its peak. The album has sold more than 30,000 units, according to SoundScar; it has benefited from a pair **Games Make Expected Dent In Vid Traffic** ■ BY EILEEN FITZPATRICK

LOS ANGELES-Video stores are facing Olympic-sized competition from NBC's massive TV coverage of the centennial Games in Atlanta, as the thrill of victory and shattering news events we caused many consumers to unplug

Most dealers experted store traffic to decrease during the 16-day sports spectacular, which began July 19, and many report a 5%-15% drop in sales and rental activity. "It's been real quiet," says Red Rab-bit Video manager Rob Nelson, who

runs the largest of 10 stores in the St. Petersburg, Fla.-based chain come has decreased about \$400-\$600 a day, or 15% overall." In addition to Team USA's gold medal-winning performances in the pool and on the track, a surprise win in omen's gymnastics and the bombing in Centennial Olympic Park intensified

The bombing was like a mini-Gulf War for us," says Supposet Motion Picture Co. president Gary Ross, referri to how CNN's live coverage of the 1991

conflict kept Americans close by their TVs and away from stores. Ross says that husiness is off about 7% compared with previous months and that the drop is equal to what the chair

suffered during the 1992 Barcelona Summer Olympic Games According to Nielsen Media Research, NBC, the exclusive hroadeaster of the Games, is pulling in an average of 22 million viewers a day. That number is 21% larger than the network's viewership for the 1992 Games. Video sales are suffering more than

stals, which can be attributed to the Olympic telecast and the fact that few new titles have been released during

From July 9 to July 23, video su were down 11.4% compared with the same period in 1966, according to New York-based consumer research firm Alexander & Associates Surprisingly, video rentals for the period were up 11.6% comp with those in 1996, according to the

Dealers concur with Alexander's assessment and report at least a 10% droo in revenues. *Last July we did well, but many cus tomers have been glued to the Olympics," says Planet Video president Victor Sevedin

Seyedin says overall business is down 10% for the 22-store, West Allis, Wis.used chain. "We're still busy, but not as much as we'd like to be," be says. Other dealers aren't ready to throw in the towel. "The jury is still out, but I don't think we'll be dancing about our July results

says Borders Books & Music video buyer Patti Russo. But at least one Tower location in Atlanta has seen store traffic incresse during the Games' second week. "It was berrible the first week," says ower Video manager Evelyn Dorsey "But for the past two days, we've been

swamped." Based on Tower's experience during the 1984 Los Angeles Olympics, Dorsey says, the Sacramento, Calif.-based chain predicted her plight. She says that tourists are now beginning to explore Atlanta and that foot traffic has

increased significantly. Tower saw a similar pattern develop during the '84 Games, Dorsey says. Other chains have used promotional strategies to fight the negative effects of Olympic viewing. Best Buy increased its in-store pro

motional efforts, focusing on vid ing to older adults and children, who are not as drawn to the Olympic

"On a comp-store basis, it's been our strongest week of the month," says Best Buy video merchandise manager Joe Pagano, "We've been blown awar by the results of the strategy Pagano says only the Best Buy loca tions in Atlanta have experienced a slight sales decline

Suncoast's Ross says the chain was against stepping up promotions and yielded to NBC's massive coverage. "It takes more customer footprints in the store to justify increasing advertising and promotion," says Rose, "and re not getting those footprints Although several suppliers have slessed Olympic-related videos, the titles aren't getting much shelf space

(Bilboard, July 6). For example, Turner Home Enter-tainment's "100 Years Of Olympic Glory" and "America's Greatest Olympians" are having difficulty find ing a mass audience. 'It's selling through, but it's not wing off the shelves," says Turner VP of stales Craig Van Gorp, "We've got

a good quantity out there now, but we aren't anticipating a lot of reorders following the Games."
"100 Years" and "Greatest Olympians" are priced at \$29.98 and \$14.98, respectively, and have been in

stores since May Only CBS/Fox Video has planned a post-Olympic highlight tape and will release "Dream Team: Olympic Gold," in early September. Suggested retail price is \$14.98.

Assistance in preparing this story seas provided by Marc Zubatkin in New

NEW R.E.M. SET ON WARNER BROS. HAS 'CLASSIC' SOUND

to write 12 new songs, record them on the road, and put it out a week later. It would be all-new live songs with apolume'

However, the band opted for another route. Virtually every show was recorded but it was decided to go with recordings from sound checks. such classic road allums as Jackson Browne's "Running On Empty" and Neil Young's "Time Fades Away," but

notes the bend also

turned to its con-

temporaries. "What kind of was an inspiration to us was to sen Pearl Jam go out and do like a week of shows and then

stay in the last town of the tour for three days and record all the things they jammed at sound check," Buck

says.
"We wanted to capture that spon-taneity," he aids. "We're a really good that in the studio." Mills says there was another factor 'It was partly motivated by laziness, he says. "If we could do as much as possible on the road, that's stuff we didn't have to do in the studio. That's one rea-

son why this album was so essy to "We ended up with about seven fin ished songs and 12 unfinished ones," Buck adds. "By the end of the tour, we felt really creative and good about the work we had done, so the idea was, Let's go to the studio as soon as possible and let's capture the eraziness the dislocation, and weird scenes of the tour," but without writing, 'We're an American band, come to party down in your hotel room,' because Grand Funk did that, and there will never be anoth er song as good as 'We're An American Band' for what it was "New Adventures In Hi-Fi" isn't

last two releases-1994's hard-rocking "Monster" and 1992's more mellow and introspective "Automatic For The People," while adding some "new adventures" of its own. Says Buck, "I feel like it is kind of a

sampler of all the things we have accomplished in the past and a bunch of things we haven't really approached before." (See sidebar, this page, for a

The release of the album of

ressroads of sorts for R.E.M. The band recently parted company with longtime manager Jefferson Holt. It is iding offers from various companis for a new deal, and it is being forced to come to terms with an offhanded remark Buck or Berry made in 1986 that the band will break up on Dec. 31.

When asked about Holt, Bertis. Downs, the band's longtime attorney, who is credited on "New Adventur In Hi-Fi" as "advisor," says, "We don't went to talk about it, and in fact, we have agreed in a settlement not to have any comment other than our offi-Downs then proceeds to roll out a

laminated card from his wallet and quickly reads: "R.E.M. and Jefferson olt have terminated their relationship by mutual agreement. The rea sons for this decision are private and confidential, and no further discussions in these matters will be made by

any of the parties." When Downs says that the band has been through a lot of adversity. he may not be talking only about the mishaps on the road. However, things seem generally upbeat in the R.E.M. camp, despite a fatiguing week of work in L.A. in late July In this one week, the band has taped

videos for the album's first two singles. nosed for photo shoots, and conducted numerous interviews with the domestic and international press. Although Mills is fatigued from a night of partying, Buck is optimistic, and why shouldn't he be. According to can, R.E.M.'s last three albums have sold nearly 10 million units combined in the U.S. alone, making the

band one of the hottest free agents on the mark of There has been much speculation about who R.E.M. will sign with. Candidates include DreamWorks, the new



label spearheaded by Warner Bros. veterans Me Ostin and Lenny Waronker, who were instrumental in bringing the band to Warner Bros. in the late 'Nis. Another possibility is Outpost.

another new Geffen-distributed er ty, which is run by longtime R.E.M. producer Scott Litt, former Smashing Pumpkins manager Andy Gershon. nd ex-Virgin A&R executive Mark Sony is said to be interested, and

Warner Bros., of course, would love to maintain its relationship with the band "We're playing it by ear right now," says Buck. "It is not a bad position to be in. We just finished the best record of our career, and we've sold like 25 million in the last six or seven years I'm assuming good things will come out of this."

Mills adds that the band is "just starting to take meetings to see what's out there and what's available Warner Bros. executive VP/GM

three more weeks. "Voces Unidas" was

released in the U.K. on EMI Latin

In Germany, a compilation titled

Flame-Summer Olympics Atlanta 1996" on Cariton Records is the official

album of the German Olympic team. It

funk Big Band accompanying such

artists as Al Jarreso, Brenda Rossell.

and Chake Khan. The recording will be

available as a CD-ROM that will

include film material from the Games.

56" has been released in Germany on

EastWest, in coordination with nation

al TV station ZDF. The set, released in

May, is available only via mail order. It

Phil Collins, Rod Stewart, and Chies-

which is the title track of his current

album on EastWest and a song adout-

Also included on the "Atlanta 96"

album is "Limelight" by Bonnie Tyler.

another song used as an Olympic

ed as an Olympic theme by ZDF

ple on EastWest

go. The set includes Vangelis' "Voices

ares recordings by such artists as

A compilation album titled "Atlanta

fantures the West Dentucker Rund

July 29.

(U.S.) Jeff Gold is hopeful the band will re-sign with the label, "We love these guys as people and as artists. It's been incredibly rewarding to be able to work with artists and an organization as impressive as R.E.M.'s, and we bone to be able to continue working with

them long into the future." The bond "is cortainly not ruling out re-giomino with Worner Bree again. but they are free agents and are con sidering what other opportunities or scenarios are out there," Downs savs. "It's something that we are going to do in our very typical, closed, low-key,

NOT THE END OF R.E.M.... The band greets recent reports of its demise as a minor annoyance. The talk stems from its split with Holt and the fact that in 1986, when Berry or

and fairly quiet way.

Back-no one can remember which break up, one predicted it would disselve Dec 31 1999 With that date on the horizon, the band is having to deal with the com-

The thought that the hand would have planned that far ahead for anything is laughable, but now it's being reported as news," says Downs, "We could start a pool about when that day would be, but at this point, they are doing what some people consider their best work, and they are probably better friends than they ever have been en individuale

Sava Buck, "Either Bill or I said it, but the point is that breaking up is usually beyond your control. It was just a gtib little answer."

'ROAD MOVIE' BUT NO TOUR One thing that is certain is that R.E.M. will not tour to support "New Adventures In Hi-Fi." Yet the band, Warner Bros., and retailers aren overly concerned that the lack of a our will hurt album sales, as R.E.M.'s biggest sellers, 1991's "Out Of Time" and 1982's "Automatic For The People," came when the band was on a hiatus from touring, "Out Of Time" has sold more than 4.1 million copies, while "Automatic" has sold more than 2.9 million copies, according to Sound-

Bob Bell, new-release buyer for the 280-store, Torrance, Calif.-based Wherehouse Entertainment chain. says that touring "been't been a factor in some of their recent releases. The albums that they didn't tour behind (Continued on next pore)

R.E.M. Set's Rundown The Act's Buck And Mills Discuss Cuts R.E. M.'s Peter Book and Mike Mills

provided Billboard with a track-byrack rundewn of "New Adventures In Hi-Fi."The band's songs are published by Night Garden Music, administered by Warner-Tamerlane Publishing Corp. (BMI) "How The West Was Won And

Where It Got Us," Festures Buck on base, guitar, mandolin, and bogouki (a Greek stringed instrument). Says Buck, "I doubled it with the guits It's supposed to sound Ennio Morri-"The Wake-Up Bomb." Back says.

"It was kind of about the glam rock scene. Michael [Stipe] was kind of looking at the whole 'Dress like we do [scene] when we were teenagers. All that said, it is kind of a joyeus popsong, too." Mills calls it "a big, loud

stood saak soon "New Test Leper." "It's about a erson on a talk show," says Back "It's kind of a weird folk-rock thing

with surf guitar. "Undertow." Features touring musicians Scott McCaughey on ARF Odyssey and Nathan December on guitar. Says Buck, "Whether it is literally or metaphorically, it's about someone drowning . . . Being on tour seems like a drowning situation some

"E-Bow The Letter," "Patti Smith singing on something that I belped write was just amazing," says Buck. "She changed my life in a real literal way in 1976 when I saw her play live. She changed my perception of what music was." As the title suggests. Buck

uses an E-bow on the track.
"Leave." Features McCaugher again on ARP. The seven-minute-plus song begins with a quiet acoustic passage before exploding into a rocker with a persistent siren-like sound "Scott's holding down a key and moving the octave switch back and forth through the whole song," says Back, "We could only play it once every other sound check, because Scott's wrist would be rumb by the end of it." "Departure." "It's literally a road song," says Back, "Michael wrote the lyrics on a plane flight from Singapore

to San Sebastian, Spain," he says.
"Bittersweet Me," Says Back, "For me, it's all snapshots. I remember coming up with the initial riff at the Shoreline Amphitheatre in San Fran cisco. It was the first show when Bill [Berry] came back from bis

"Be Mine." Mills says, "We had one ersion that I recorded by myself on the bus that will probably turn up ewhere as a B-side." Binky The Doormat." The title

comes from the Bobest Goldthwait movie 'Shakes The Clown,' " says Powk, "For some reason, Michael got really obsessed with that move when we were making this record.

"Zither." Says Mills, "It was recorded in a dressing room. I think with the sutcharp. We like to do "So Fast, So Young." Says Buck, meene said, 'Is that a drug song

and I never have thought about that, That is something that doesn't occur around us a whole lot, but it seems like it is a warning to someone for behavlor, maybe just emotional behavior "Low Desert." Says Buck, "Definitely a road song ... It was called "Swamp," and toward the end of the tour, Michael said. 'It wasn't a swamp

song. I wrote the words and said it was "Electrolite," Mills says, "It was itten on piano, so it has a differ feel," Adds Buck, "It's hard to drive over Mulhelland [Drive in L.A.] and not feel like a movie star, but I don't know what you feel like when you hit bottom and go down the bottom of the

Grand Funk; rather, it's classic R.E.M. The album at times recalls the band's OLYMPICS BELFASES Continued from preceding page. Goist adds that none of the official

Olympic packages are mainstream

ome that people will continue to buy

Howard Kenneholte, husser for Tower

Records' Sunset Strip store in West

Hollywood, Calif., says, "The Sony

album has been doing the best by far

during the past few weeks. The other

of marketing for the Atlanta Commit

tee for the Olympic Games, the albums have performed "way, way under pro-

lections" as a lavishly produced bexed

Cunningham says that the set has

been sold primarily via an 800 number

and at the W H Smith "superstore" on

the Atlanta site. The July 27 bombing

at Centennial Park there severely

the 1996 Olympiad has sparked releas

Befitting its international makeup,

unstrung sales, he adds.

es in other territories.

According to Louis Cunninghum, VP

The sales have definitely

albums have all been very slow.

done little business.

after the games are over.

on the movie theme to "Gone With The says, "There's been a definite increas in sales [for 'Summon The Heroes'] Wind," it was released July 29 on EMI during the past week," but adds that Premier. The single has been adopted by BBC

TV as the theme for its Games coverage, exposing the song to a potential TV audience of some 25 million daily. EMI Premier product manager Justin Crosby says he hopes that the TV coverage has burned the single into the public consciousness: "The coverage on the two BBC channels averages something like 18 hours a day, and 'Tara's Theme' is very prominent. The BBC say that switchboards have been jammed by viewers wanting to know ore about the tune."

Crosby says the company waited until the second week of the Games to release "Tara's Theme" to enable momentum to build. However, he concedes that the U.K.'s poor medal showing may not have produced a saleshancing feel-good factor. Radio is a strong medium for the sin-

gle. BBC's national news and sports tion Radio 5 has adopted the theme. cial DJ version of the single with

and Spire and Wix have produced a eight tracks including 15- and 30-second stabs for use in jingles. Estefan's "Reach," released May 13. entered the U.K. chart at its highest

In the U.K., the official single of the British Olympic team is "Tara's Theme" by senswriter/producer due position. No. 15, for the week ending der Vliet in New York. Spiro and Wix. An instrumental based

theme by ZDF. The song is out as a sinprovided by Jeff Clark-Meads in London and Sharmer South and Gion can

BILL BOARD ALICHIST IN 1996

CRAIG ROSEN

NEW R.E.M. SET ON WARNER BROS. HAS 'CLASSIC' SOUND

sold just fine . . . This will be one of the biggest releases of the year. R.E.M., U2, and Pearl Jam all have albums coming, and they are the biggest alternative bands in the

world."
From the band's perspective, the basic marketing philosophy behind in New Adventures In Hi-Fi'' will be "New Adventures In Hi-Fi'' will be "less is more," says Downs. "We' we had years that we've done tours and lots of media, but this year is a year when as a band, they want to have some time as people to themselves. We sre doing a fair amount on the

We are doing a fair amount on the frost end, and they will do less later on. We are certainly hopeful that the music will stand up and the videos will help. The record will be played on the radio, and that will market the album. Warner Brow, on the other hand, will stane what Gold oils "an incred-

will stage what Good calls "an incredibly extensive launch and marketing campaign."
Since the band isn't touring, the label will use the feature-length "Road Movie," which will be released on home video and laserdise Oct. 1, as a marketing tool. Although the near no means R.E.M.'s "Rattle And Hum."
The 90-minute film, directed by
Peter Care, documents the three final
ngits of the Monster tour. In the film,
the band is captured performing
"Wake Up Bomb" and "Undertow"
from the new album, as well as other

The film will debut Aug. 16 at the Drambule Edinburgh (Scotland) Film Festival and will be screened at film festivals in Hamburg, Spain, Tokyo, and possibly Toronto.

and possibly Toronto.

In the U.S., MTV, VHI, and PBS will likely air a 60-minute version of the film around the time of the album's release.

The first single, "E-Bow The Letter" will go to all rock radio formats. Aug. 14. A videodip directed by Jem Cohen for the track, featuring R.E.M. in performance in L.A. and guard backing vocality Pattl Smith, who was filmed on location in Prague, will have use of the control of the contro

5 will follow the next week with "Tri-

cycle," an alternate version of "Depar-

the sides of buildings in parking lots near record stores as a prehade to mid-right sales.

"We'll have \$,000 or 4,000 kids in a parking lot near Tower Records watching a five R.E.M. concert, as well as a half-hour making of the album lelectronic press kid. We will premier the video and parts of the album, and then at midnight, the album will go on sale." Gold sore.

ture," and a cover of Richard Thomp-

"Bittersweet Me," directed by Dominic De Joseph, has been shot.

Two more clips with be shot in Octo-

To drum up excitement for the

Prerelease parties will be held at

liege campuses around the country

A call-in radio show, featuring the

and and some kind of musical ele-

Warner Bros. will pull out all the stops

"Road Movie" will be projected onto

elease of the album, Warner Bros

will hold playback parties for radio

and retail in major markets at high

end audio shops to play off the alba

The video for the second single.

son's "Wall Of Death.

ment, is a possibility.

For the night of the album's release.

album will go on sale, "Geld says.

While sistes for the prerelease
events bad not been confirmed at
press time, Gold ages New York, L.A.,
and Athnita will be listely targets.

Warner Bros. will issue a limited
edition of the CD in a special package,
as it has done for the hund's nevoluse.

releases. The special package, which will be limited to 50,000 copies worldwide, will include a 64-page, bound hardwover book in a slipcase. Promotional pieces that will go to radio and retail include a series of postcards tring into the album's traw-

el theme, as well as a promotional Viewmaster.

In addition, Warner Bros, will spread the word about "New Adventures In Hi-FI" on its World Wide Web site on the Internet with soundelips, videoclips, artwork, and photographs. The entire album may be

ee "cybercast" (or breadcast) on the interest prior to its release.

In addition, an electronic press kit on the making of the album will be shown on Continental Alfelius in September, while the video for "E-Bowen are and Delde in September. Continental will have a dedicated R.E.M. audio channel.

in the U.K., "E-Bow The Letter"
will be released Aug. 19.
Warner Bros. (U.K.) director of
marketing Tony McGuiness says the
contann's British marketine strategy.

for the album and the single will reflect the bands "arty, enigmatic, cool" Image. "R.E.M. has never lost touch with where they've come from, and so their from also faithful. It's important that

fans stay faithful. It's important that we continue that vibe," be says. McCulmess says the company will implement its biggest in-store promotion of the year, involving all the major retailers. A national TV campaign will begin the week of the altum's releases, and the press campaign will include a series of teasor ads, a first for Warnseries of teasor ads, a first for Warn-

FUTURE ADVENTURES So if R.E.M. isn't breaking up, when will the band return after "New

Adventures In Hi-Fi" has run its course? Mills says the band could regroup and being writing new material in the

er Bros. in the U.K.

soring of 1997.

"We had a long talk about that the other day," says Buck of the band, which makes all of its decisions demoeratically. "If I was the leader of the band, as opposed to just one of the guys in the band, we would record another record next summer and put it out either right around Christmas or in January 1908, and then do a tour in 1908. That's what I would do, and we might do that, too. Everybody seems interested in doing something like that.

"I wouldn't put \$1 million on it, but
I want to do snother tour, and I want
to do it before my kids start school, so
we can take them with us."

Assistance in preparing this story was provided by Jeff Clark-Meads in London.



by Geoff Mayfield

SOFT MACHINE: Take a suddenly impotent release schedule and fold in a distraction that keeps a lot of shoppers at home—like the Summer Olympies—sit in a not summer slate of movies, and you have the recipe for a less-thme-exciting sales week. Expper Nas remains No. 1 or The Billhoard 200 by a small 1.2% margin—

a slightly larger lead than be had last week. Bal, both he and Alania Morissectic, whose consistent-selling debts in the week? runner-up, see saledecilies in the range of 84-96 from prior week sales. The dip beings Naitotal down to Salgoon units, the lowest came for a No. 1 album street the Fed. 24 issue, when Morissettle sold out one of her nine chart-topping weeks with a mark just by of 120,200 pieces. The smallest total for No. 1s. 1p 1985 suppends a week scriber, in the Feb. 17 edition, when the "Waiting To Exhale" coundrives were the fell with its at 11,500 miles.

Although the roleane flow has been more even this year than in '85, when a bulk of high-pepes allmum were horded until the last flow months, we are in the midst of a dry spell. Music merchants either 60 Mynges as a ruight for the week's low numbers, which find infuntsyrvide sales of new and catalogs title week's low numbers, which find infuntsyrvide sales of new and catalogs title down from both the prior week and the comparable 1950 week (see Mar-Ku Watch, page 50.8 Turther signs of the dold/murn: Fits to three titles on their the only ones that sell more than 10,000 mid puts 34 of the titles on inciweek's Billhowed 500 manager gav kind of oain this week.

Happily, relief is on the way.

HERE COMES THE CAVALAY. Expect values to homese up as next week to day, change to the right Police of the cost from Rule for Change view to the right Police of the cost from Rule for Change (Cost of Cavallet and C

HE STERAK: In a very quiet but starrly manner, Tumay lipo's multistatist' Jork Jann V-1 (190-80) is design in on an endermor record. The Lith, which includes Tan Tram, 60 Boyz, Naughty By Nature, Gary Gillette, and the Willage Feedy's biologistics "JACA.", In bose not The Billicond's country tribute "Common Thread: The Songs Of The English," has logged more Billibourd 300 weeks during the Songs Of The English, "has logged the that Go-week record in two weeks. What makes the "Janne" stread cross that the country of the Common Thread is the Songs Of the Common Thread is the that Go-week record in two weeks. What makes the "Janne" stread cross dearth of the Common Thread is the Common Thread of

ESFN is a partner in this series and kicked off the albam with abouty had of spots, but Tommy Boy's Montes Lynch, the project's shiphert, says the channel's concentrated promoteional push ended in October. Since then, it has laken one "a life of its own," with a young anticence but Lynch says includes colloge, and high school-age consumers and their jurners. "Young into love the sctaff," she says, adding that feemles have also been a lig part of the set of the school of the

the stuff," she says, adding that females have also been a big part of the allours' demographics.

"Joek Jarms" is a sequel to the two-volume Joek Rock series, which had allours released in 19d and 19d, the first of which independ more has 180,000 and the series of the series of the series of the series of the series of the lice, a rure achievement in the various-artists category. "Common Thread is triple-platnum, the first," Alvey Special Christmas' is double-platnum.

"Vol. 2" of the latter and a few Dinney compilations have also hit platinum, but most fall abort.

While 55 weeks is a high-water mark in the SoundScan cra, these types of alluma once had a longer shell life, as several in the late '0se charted for more

afturns once had a longer shelf life, as several in the late '80s charted f than a year. "Jock Jams Vol. 2" hits stores Auz. 20.

"Jock Jams Vol. 2" hits stores Aug. 20.

simultaneously released album and film share some song titles, this is by co

(Continued from page 79) "Who Will Sax: Your Soul" (Atlantic); and Alania Morissette, "Ironic" (Maverick/

Ramin storissette, "Trute (stave) re-Reprise).

Best video from a filmt Brandy, "Sittin' Up. In My Room' from "Waiting To Exhale" (Arista); Bush, "Machinebed" from "Feat" (Trutma/Interscope); Adam Clayton & Larry Mullen, "Theme From Mission: Incomble" (Mother/Island; sed)

Codio Fenturing LV, "Gangsta's Paradise" from "Dangerous Minds" (MCA Soundtracias). Best R&B video: Toni Braxton, "You're Makin' Me High" (LaPaco/Arista); Mariada Carey Festuring Boys II Men, "One Sweet Duy" (Columbia); D'Angelo, "Brown Sugar" (EMI); and Fugeos, "Killing Me Solty").

Gluffusus Celembia.

Bent direction in a video Spike Jonne Glyori. "I's Oh So Quiet". Jesue Prettur Glyori. "I's Oh So Quiet". Jesue Prettur Glyori. "I's Oh So Quiet". Jesue Prettur Growth Jonathan Beyon of Valerie Farie. "Irono". andali Jonathan Beyon Oh Valerie Farie. "Bent Chevoryraphy in a 16se in Glorie Mchael Booney Glijeri. "It's Oh So Quiet". This Oh So Quiet". The Landon Glanter Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson, "Rumort Jackson," Jackson, Jackso

D.Fs. "C'mon "N Ride It [The Train]").

Best special effects in a video: Johnny
Senered/Kristen Johnson/Ben Gibbs (the
Beatles, "Free As A Bard"), Cameron Noble
(Bone Thugs.-N Harmony, "Tha Crossroads"), Kristen Johnson (Green Day,
"Walking Contradiction"), and Chris
Sarres (the Standard Paradolis, "Toucath

d Tonight').

Best art direction in a video: TeriWhittaker (Bjork, "It'a 0h So Quiet'),
William Abdo (the Cratherries, "Salvation"), Clarn Lyndr (R.E.M., "Tongue'),
and K.K. Barrett and Wayne White (the
Sensohing Pumphin, "Tongth, Tongth,")
Best editing in a video Sherazone, Eve

Grey (Marish Morissette, "Iroale"), Hall Honesberg (Red Hot Chili Peppers, "Warped"), and Erre Zumbrutmen (the Standing Pumpins, "Feright, Tonight"). Best cisenshugraphy in a video, Martin Coppen (Brandy Featuring Wanys Merus of Boy II Meru, "Beshehmarted"), Poter Nyidre and Maroo Mazzes (Erre Chipton, "Change The World"), Adrian While (Madouns, "You'll See"), and Decklan Quint the Strasship Yumpikan, "Tonight,

unnen (Beck, "Where It's At"), Seet



Tonight"

Metro Blas Debut. Metro Blue recording and Matrodaus colerations with sibel associates following in New York concern debut at Express Grade Hall: Matrodaus' first rateues for Metro Blast, "o epports da paz," petited at No. 10 on Bibbbbant" 10 year World Masia Albura from Her Metro Haus and year on Bibbband 10 year World Masia Albura from Her Platter Int the basis row, from the are Metro Blue Blue Note president Bruce Lundvill and group members Cabriel Comes, Carlos Findede, ead Financione Plevio. In the force from find, as group members Teress Salgaron, Pedro Ayres Magalhaes, and José Pexista and Metro Busil State. Note V P of markshort from Exercise.

LEGACY BOX REINTRODUCES CHEAP TRICK'S TIMELESS POP

Since then, alt-rock heroes from Nirvana to Guided By Voices have proclaimed their debt to Chean Trick's example in song and spirit Chesp Trick helped pioneer many of the values that alternative rock bands live by today," asya Ira Robbins, the veteran music journalist who penned the box's liner notes. "And it wasn't so apparent in the late '70s that you could have an offbeat personality and succeed, that you could succeed and bave fun. The band made its own rules, and its 'what the fack' attitude

is the essence of indie rock Cheap Trick is the ultimate band in a lot of ways," adds Ken Stringfellow of Senttle power poputers the Posies. "The way they straddled so many idioms-from bubblegum to heavy rock, which is essentially what alternative rock is today: poppy songs with overdriven miture--W38 B COO post-modern pastiche, And I think their thing was so together 15-20 years ago that they wouldn't have to change at all to make a comeback, if

A signpost that Cheap Trick plans to do it right is the band's decision to record a single for indie stalwart Sub Pop with producer Steve Albini, the man behind the board for such postpunk masterpieces as Nirvana's "Ir Utero" and the Jesus Lizard's "Liar Slated for release early next year, the vinyl-only single will feature a new track and a freshly retooled yen

they did it right.

the group's "Downed" as the likely B-The Sub Pop/Cheap Trick linison makes perfect sense, according to label head Jonathan Poneman, a devoted fan who used to play in a Cheap Trick cover band. "Cheap Trick save "A lot of the heat work of Nir-Cheap Trick sound.

As to whether the band is capable of making great new music, I says, "Obviously, it's quite a few years down the road, and times have changed. But I think whether you're 15 or 50, it's songs and style that

The public reception to the July 18

The event was held in a 40,000-

quare-foot, open-air pavillion that

housed 122 companies, including

record labels, retailers, manufactur-

ers, publishers, and radio stations.

Some stands by Brazilian major

labels, including Warner Music Brasil

and Sony Music Brasil, were extrava-

gant edifices that covered more than

400 square meters.

opening was so strong-35,500 showed up-that six extra sales

(Continued from page 3)

RRAZIL'S CD EXPO I AUNCHES WITH GUSTO

count. And those Chesp Trick has." In concert, Chean Trick has repeatedly demonstrated its relevance in the post-grunge era, jamming with the osles and Smashing Pumpkins, as well as playing at the recent Lollaslooza in the group's hometown of ockford, Ill. Jack Monson, music

ector of rock outlet WXRX Rockford, says that Cheap Trick fit in per fectly between the Ramones and Soundgarden and "was the band that started getting everyone interested in the main stage." A recent packed

show at New York Tramps proved that Cheap Trick has few peers as a live act, no matter the Particularly impressive was Robin Zander's singing, which from a whisper to a scream showed that his rep as one of rock's most amazing vocalists is still deserved after two decades of belting it out on the road "One of the greatest voices in music, avers Guided By Voices front man

Robert Pollard.) The Tramps set, spiced with high octane renditions of such obscure yet crowd-pleasing tunes as "He's A and "The Ballad Of Richard Speck," demonstrated that the group-guitarist Rick Nielsen, drum er Bun E. Carlos, and bassist Tom Petersson joining Zander-has lost little of its power or enthusiasm over

On "Sex, America, Cheap Trick, the 64 remastered tracks-including 30 previously unreleased live song coundtrack outs Buides and demos—present a fuller depiction of the band's schievements than has ever been evailable on CD or even LF Regarding the high quality of much of the unbeard or long-amovallable materist. Nielsen gives an opt description when he says, "A lot of these tracks really fit into the 'I coulds been a con-

tendah' zone An aborted attempt at a Cheap Trick rarities disc, initiated by Rob-

More than 60 artists performed

showesses, including Zé Ramalho.

Alceu Valença, Paulo Ricardo, and

Quarteto Em Cy. Many others were

on hand to sign autographs, including Geraldo Azevedo, Emilio Santiago,

Complementing the expowere 15

panels that covered a broad range of

topies, such as authors' rights, multi-

Repsold and Innova's co-owne

Jodele Larcher and Paulo Macedo

are already planning next year's

event. Repsold says a total of 66,000

square feet will be available in 1997

Changes in the fair may include greater space between exhibition

stands, the panels rescheduled to

occur before the expo, and the expan-

sion of the industry-only Encontro De

took two years to "get off of the

polls, and coaxing of people in the

industry to participate. However, this

event was not only about cutting deals,

but to celebrate the diversity of the

Brazilian music seene with perfor-

mances and nanels, and the interest-

ing mix of recording artists, industry

executives, and consumers,

ground, with all of the conversation

Larcher recalls that the first edition

Nepócios to two days.

media, and special marketing.

and Baha Cósmica.

bins a few years ago, helped set the stone rolling for "Sex, America, Cheap Trick," as did '94's revelatory remixed and remastered "Budokan II." an extended document of the hand's landmark 78 Japanese tour.

Carlos, the band archivist, and Bruce Dickinson, the box's producer, unearthed mountains of quality tap causing "Sex, America, Chesto Trick to expand from an initial three discr four. (The set's title comes from an off-the-cuff introduction the band received from talk-show host Conan O'Brien, who recalled the band's music as the soundtrack to a necturnal

Of the many highlights among the collection's previously unreleased songs are five trucks from a live show at Los Angeles club the Whisky in '77 including covers of songs by the Move and Bob Drian; the excellent studio outtake "Lovin' Money," produced by Inak Donates from the consists for the first album; the compelling demos 'Fan Club," from '75, and "I Need Love," from '80; and a definitive live version of "I Know What I Want."

Dickinson's goal for "Sex, America,

Cheap Trick" was not only to gi

pie a chance to realize "Cheap Trick's place in history, but to hear how fresh the material sounds today," he says, "A truck like 'Lovin' Money' could've been recorded two months ago. Along with the unfamiliar come vinage hits and standout album tracks including the single "Oh Candy" and "Mandocello" from the first album: the single "Southern Girl" and "So Good To See You" from "77" a "In Color" album: "Surrander " "High Roller," and the punker-than-thou "Auf Wiedersehen" from "78's "Heav. en Tonight"; the live "I Want You To Want Me" and "Clock Strikes Ten

from "At Budokan"; the top "Voices," "Way Of The World the top 40 hit the title truck of "79's top 10 "D Police" albums and the George Martin-produced single "Everything Works If You Let It" and "World's Greatest Lover" from '80's "All Shook

Even though it strives to document the band's glory days, "Sex, America, Cheap Trick" doesn't stint on material from the '80s, a period that even the staunchest Cheap Trick fan will allow is problematic. Petersson left the band for seven years after "All Shook Up," and a mixture of A&R and management difficulties negatively affected a number of subsequent albums artistically and commercially. (The band is

in litigation with its former manager.) Despite the dispiriting times. Cheap Trick never ceased producing the occasional Beatlesque gem, such as "If You Want My Love," from "One On "('82); "I Can't Take It," from the Todd Rundgren-produced "Next Posiin Please" ('83); and "Tonight It's You" from "Standing On The Edge (85)-each included on the box. Also on the set are several worthy uttakes from the '80s (such as

of Cheap Trick's catalog is published

by Adult Music/EMI Music and

CNPZ Music (BMD)

'Money Is The Route Of All Fun" with the Move's Roy Wood, from sessions for '86's "The Doctor"), as well as the dly uncharacteristic No. 1 ballad The Flame" and the band's most aring latter-day song, the purepop "Had To Make You Mine" from the bend's final Epic album, "Busted ('80). Nothing from the band's one-off for Warner Bros., "Woke Up With A Monster" ('94), is included. The bulk es of many rock fans What could help with the kids

The ever-positive Nielsen says of the years of lawsmits, had advice, and self-doubt, "Instead of griping about all the lost time and 'should have beens," we did semething about it. And

what we've done is stay together and It's Legacy's aim to right some of those past wrongs with an ambitious



heap Trick estator, according to Jeff Jones, VP of marketing and prod development for Legacy. Following the campaign for "Sex, America, Chesp Trick," which lists for \$49.98. Legacy has several releases on the drawing board for the next couple of years, including a two-CD addendum to the box featuring more rarities and key album tracks a complete live record of the Whisky show as part of the label's new Live From the Vault. series, and a recorrective rejume of the original albums.

Dickinson says the rereleases ould appear in a fashion similar to Legacy's recent overhaul of the Byrds estalog, with 20-bit remastering. bonus tracks, improved artwork, and liner notes

The marketing for "Sex. America Cheap Trick" began with the June servicing of a 12-track CD sampler to retail and modern and album rock radio. Retail efforts revolve around the band's 46-date summer clab tour with regional Sony staff working the box in tandem with the live gigs. Info on the bex also will be posted on Legaey's World Wide Web site on the Internet (http://www.sonv.com).

Jones says Cheap Trick's con tion to the alternative market will be stressed. As a start, Legacy is offering indic retailers a 7-inch vinyl-only single of an alternate version of Want You To Want Me" backed with an early live cover of the Velvet Underground's "Waiting For The Man/Heroin," sung by Peterss According to Poneman, it could be

a challenge to market Cheap Trick's music to today's typical rock consumer, "who was in dispers when the band made its finest records," he says. "A lot of the audience is only old lough to remember 'The Flame. Although that song-a woeful piece of power schmaltz not written by the band and foisted upon it by Epic gave Cheap Trick its biggest hit, it also hurt the group's credibility in the

though the glut of uninspired efforts could work to its disadvantage-is a Frankie LaRocks-produced Cheap Trick tribute allow that is in the indie label. But Bob Bell, new-release bover for

the 280-store Wherehouse chain, says that if Legacy gives the band deluxe treatment and positioning, a broad spectrum of the rock marketplace should respond in kind. "To tell you the truth, I don't know anyone who isn't a Cheap Trick fan," he says. "All

this is long overdue. Cheap Trick goes into the studio in September to record a new album for release in early '97, with the new material very much in the aggressive vein of the band's first few albums, secording to Nielsen. The band will probably work with producer Tom Werman, who helmed "In Color "Heaven Tonight," and "Dream Police," and engineer Toby Wright Alire In Chains, Chris Whitley). According to the group's manager Larry Mazer, pegotiations are under way with several indic labels for the

new record, including Discovery Records and Castle Communications "Cheap Trick will absolutely not be on a major label," Maser says, "You just can't get the kind of emotional commitment and care from a large ompany that you can from an indie. m treating Cheap Trick like a boby After the completion of its new slbum, Cheap Trick plans to hit the

road hard, with overseas touring a

riority, including a trek through the

Far East. But particular focus will be aced on the group's live profile in the U.K. and Europe, where it hasn't played in years but has a special says, because the band spent its for mative years there and its infin. enros....the Boatles the Yardhirds the Small Faces, the Who, the Move-all hailed from across the pond. (The band's gigs are booked by Internansl Creative Management.) While "Sex, America, Cheap Trick" rill surely be exciting for fans, the band agrees that it is far more concerned about looking forward than back. "The box is nice, but it's not realthat important to us; the new stuff. the future is what counts," Petersson says, "We're no revival act."



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BILLBOARD AUGUST 10, 1996

Rimes Featured At Radio Confab

Billhoard & Airplay Monitor Radio weeks at No. 1 on the Top Country Sin-Seminor & Awards, to be held at the stes Sales chart. Her current single is New York Sheraton Sept. 5-7, artist

'Hurt Me." No. 68 on the Country Airshowcases, panelists, and special The 13-year-old Rimes has been celebrity appearances are shaping up. performing onstage since she The three-day confab will offer more than a dozen discussion gro

was 5, and she was a "Star Search" winner at age 8. She ms covering top 40. country, R&B, rock, modern recorded her debut album on an rock, triple-A, and AC radio. On independent label at age 11. another frost, each evening will Kersh, a 25-year-old native of Humble, Texas, has been feature artist performances

and special label-sponsored performing on the Texas dance-hall circuit for five LeAnn Rimes and David years, playing four hours a night, five or six nights a Kersh will perform Friday, week. His debut Curb sin-Sept. 6. at a cocktail party anneared exclusively for country reggle, "Breaking Hearts And Taking istrants. In addition to performing rep-arately at the party, the two artists are Names," debuted on the Country Air-

play chart in April. His current single

wan at Billhoard in 1994 Refere that he

worked at PED Dis.

telestion as an urban

marketing manager. He attended Hunter

Anthory Colombo

adds World Music to the list of charts he

manages, including

Mainstreem Rock.

top New Age Al-

bums, and Rock Air-

play Monitor's Triple

A chart, Colombo will

College

maintain his role as Bock Airplay

Monitor columnist and production

Too 40 manager Steve Graybow now adds the responsibilities of Top Jazz. Albums, Top Contemporary Jazz,

and Top Blues Albums.

Adult Contemporary and Adult

Colombo and Graybow are both

Billboard veterans, having been with

the magazine for nine and seven

vears, respectively. Colombo started

as a Chart Department surveyor He

has a degree in communications from

Seton Hall University: Graybow had

been assistant to the publisher of

Monitor as well as a chart surveyor.

He received his bachelor's degree

from SUNY Stony Brook.

working on a special duet to debut at is "Goodright Sweetheart." The three-day seminar will conclude Rimes' MCG album, "Blue," bowed with the Billboard/Airplay Monitor at No. 1 on the Billboard Top Country Radio Awards and dinner Sept. 7. Albums chart and No. 4 on The Bill For seminar registration board 200 July 27. Her debut single, Matureen Ryun at 212-536-5002

The reorganization of the Billboard and Airplay Monitor magazines chart department is complete, with a number of chart personnel in the New York office receiving new responsibilities. June 29 issue of Bill. board, former R&B

"Blue," peaked at No. 10 on the Coun-

chart manager Theda Sandiford-Waller becomes menorer of Hot 100 Singles in Billboard. She has also been named

director of charts for Top 40 Airplay Monitor Sandiford-Waller will con ue to manage Top R&B Albums and will supervise Billboard's new Hot R&B Singles munager Data Faison. Faison, who has managed several Billboard specialty charts, including Ton Jazz Albams Ton Contemporary Jazz, and Top World Music, takes charge of the R&B Airplay Monitor charts. He will continue to manage

Billbuard's Hot Rap Singles, Top Gospel Albums, and Top Reggae Sandiford-Waller joined Billboard in January. Prior to that, she was music director at WYNY New York Sandiford-Waller is a graduate of Tufts University in Boston. Faison

Dates 'n Data

Billboard/Airplay Munitor Radio Seminar * Sheraton, N.Y.C. * Sept. 5-7 Billboard Music Video Conference & Awards • Crown Plaza Pare Fifty Five Hotel, San Francisco . Nov. 7-9

For more information, contact Maureen Ryan at 212-536-5002 Visit our website at http://www.billboard-online.com

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MARKET WATCH YEAR-TO-DATE

1999 TOTAL ALBUMS

362,967,000 381,637,000 (UP 5.2%) 311.688.000 316 020 000 (UP 1.4%) SINGLES 58.178.000 65.617.000 /UP 28.2% SALES BY 1995 1996

199,071,000 225,292,000 (UP 13,2%) CASSETTE 89 920 000 (DN 19.8%) 808,000 (UP 70.5%)

12,496,000

1995

AST WEEK 13 073 000 CHANGE

UP 4.4% THIS WEEK

12,540,000 CHANGE DOWN 0.4%

NORTH MIDDLE E. NORT W. NORT ROUNCED F 10.087.000

AST WEEK 10,574,000 CHANGE DOWN 5.5%

> THIS WEEK 10.577.000 CHANGE DOWN 4.6%

2.408.000 AST WEEK 2,399,000

CHANGE UP 0.4% THIS WEEK

1.963.000 CHANGE UP 22.7%

AR-YO	DATE T	OTAL BALES	-	MAPHIC	REGION
	1005	1996		1000	1000
EAST	20.323,000	22,428,000 (UP 10.4%)	SOUTH ATLANTIC	67,706,000	70.661.000 (UP 4.4%)
ATLANTIC	53,121,000	55,464,000 (UP 4,4%)	SOUTH CENTRAL	53,736,000	57.328,000 (UP 6.7%)
TH CENTRAL	62,614,000	65,488,000 (UP 4,6%)	HOUNTAIN	22,471,000	23.974.000 (UP 6.7%)
TH CENTRAL	24.334.000	24.754.000 (UP 1.7%)	PACIFIC	58 560,000	61.531.000 (UP 5.1%)
Picures					FOR NECK ENDING 7:39:96

IPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY

'Home Town' Boy Still Making Good knocks out the Furees" "Killing Me Softly."

by Fred Bronson

PAUL ANKA'S COLLABORATION with Juan Gabriel My Home Town' debuts on Hot Latin Tracks at No. 18. It's Anka's first appearance on this list, but he's no stranger to Billboard's charts. His first appearance on the pop single survey occurred 39 years and one month ago, when "Diana" debuted. Anka was just 15 at the time. The original version of "My Home Town" was an ABC-Para-

ount single that peaked at No. 8 m 1960. Adult Contemporary chart, starting with "Goodnight My Love" in 1969 He's even had six singles chart R&B starting with "Dians," which duplieated its pop position by peaking at No. I. Anka, who is also known for writing hits like "She's A Lady" for Tom Jones and the English lyrics to "My Way" for Frank Sinatra, first

concerns on Billhoom's album chart in 1960 with "Paul Anka Sings His Big 15 It's been a long, successful career for the Canadian artist, who now calls Las Vegas his hometown.

SUGAR AND: In chart terms, the most successful British girl group in the U.S. is Bananarama, who topped the Hot 100 in 1986 with a remake of Shocking Blue's "Venus. But in their home country, the three members of that group never hit No. 1; they had to settle for a peak position of No 3 with three titles, including a sany take on the Beatles' "Help" with "Absolutely Fabulous" executive producers Jennifer Saunders and Dawn French. Other British girl groups that have also failed to reach pole position in their own country: the Belle Stars peaked at No. 3 with "Sign and R&B-oriented Eternal had two No. 4 hits, "Stay" and "Oh Buby I

That makes the Spice Girls the first British girl group to have a No. 1 single in the U.K. Their debut release, "Wannabe," is in its second week at the top and HEAD OF THE CLASS: William Simpson gi marks to Kedar/Universal act A+, which moves 77-76 this week with "All I See." Simpson points out that when all of the artists who have reached the Hot 100 are listed alphabetically, A+ replaces Asliyah at the top

> BAYSIDE WATCH: Simpson also reports that Queen's "Bohemian peak position (No. 2) on the Hot 100. lying with Kris Kristofferson's Why Me" as the second-slowest elimb to a peak position. The new champ, Los Del Rin's "Macarena" (Barride Boys Mix), hit No. 1 in its 33rd week and remains there in its

3.5th woolr on the chart. Larry Cohen of Trumbull, Conn., adds two more No. 1 hits that took more than 20 weeks to reach the top: Nick Gilder's "Hot Child In The City" and Robert John's "Sad both went to No. 1 in their 21st chart weeks.

ALL CHANGE: There's finally a change at the top on the Adult Contemporary chart. After 19 weeks, Celine Dion's "Because You Loved Me" (350 Music) violds to Eric Clapton's "Change The World" (Reprise)

F WISHES WERE HITS: Stepping out from Boyx II Men just like his comrade Shawn Stockman did a four smeles non with a single from the soundtrack to "Mr. Holland's Opus," Nathan Morris moves 95-86 with "Wishes" (Perspective) from the soundtrack to "Keeners." With its sampling of Buffalo Springfield's "For What It's Worth," Wishes" credits songwriter Stephen Stills Look for that 1967 hit to srain even more attention when it's heard during the opening episode of NBC's new series "Dark Skies.



THE WALLF LOWERS





#3 HEATSEEKERS







LARGE ROTA INSIDE TRACKS

A&R Direction: Tom Whalley Management: Andrew Slater/HK Management

